



SBIR/STTR Funding

Presented by

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Introduction

- **A variety of projects involving the written word.**
- **60% Non-profit clients.**
- **40% For-profit clients.**
- **Specialize in foundation prospect research and grant proposal preparation.**
- **Over \$10 million in requests written in 6 ½ years.**
- **State of Indiana and City of Indianapolis certified Women's Business Enterprise (WBE).**



Ground Rules for the Presentation

- **There will be questions today that I won't know the answer to.**
- **There is an exception to almost every situation I will present today; it's a government program.**
- **SBIR=STTR**
- **Ask questions at any time.**
- **Share stories and experiences that may benefit the group.**
- **Make yourselves comfortable.**
- **No easy way; so let's just dive in!**





Outline for Today

- **Overview of the Program**
- **Eligibility**
- **Agencies**
- **Topic Selection**
- **Contacting the Agency**
- **Grants.gov and Other Submission Platforms**
- **The Proposal Process**
- **Preparing for Submission**
- **Notification of Funding or Decline**





Overview of the Program

What Does SBIR and STTR Really Mean?





SBIR

Small Business Innovation and Research

- **Promotes technological innovation and commercialization by small businesses.**





STTR

Small Business Technology Transfer

- **Promotes cooperative research and development between small business and U.S. research institutions.**



SBIR vs. STTR

SBIR

- **Permits research institution as a partners.**
- **Primary employment (at least 51%) of PI must be with small business.**
- **Responsible for at least 40% of the work.**



STTR

- **Requires research institution as a partner.**
- **PI employment not stipulated.**
- **Responsible for at least 30% of the work.**

SBIR/STTR PROGRAM

- **Small Business Innovation Development Act of 1982**
 - **Stimulates technological innovation.**
 - **Uses small businesses to meet federal R&D needs.**
 - **Fosters and encourages participation by minorities and disadvantaged persons in technology innovation .**
 - **Increases private sector commercialization innovations derived from federal R&D.**



SBIR/STTR PROGRAM

- **Reauthorized in 2000 until end of FY2008.**
- **11 Federal agencies currently participating.**
- **Preferences, but no set-asides for certain identifiers.**
- **In FY 2006, estimated 4,700 awards made for a total of more than \$2.5 billion.**
- **SBIR/STTR=Growth in U.S. economy and market presence.**



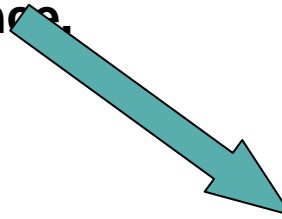
Twelve Three-Step Program

- **Phase I**
 - **Feasibility**
 - **\$70-\$100K**
 - **6 to 9 months**
- **Phase II**
 - **Prototype**
 - **Up to \$750K**
 - **Usually 2 years**
- **Phase III**
 - **Commercialization**
 - **No SBIR funds**
 - **Sole-source procurement**

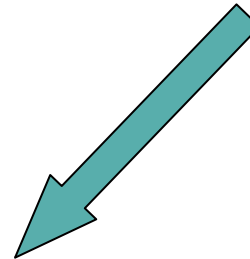


SBIR Project: Gabriel Entertainment

Phase I: Develop plot, characters and setting for game. Create a small segment of the game and test with target audience.



Phase II: Develop full-scale game and test.



Phase III: Commercialize. Look for it at major game retailers in the future!





Questions?





Eligibility Criteria

Is SBIR Right for Your Business?



Why SBIR?

- **Allows business to maintain control of operations and retain all intellectual property.**
- **Allows businesses with current commercialized innovations to safely “test” new ideas.**
- **Recognizes—REQUIRES—there is an inherent sense of RISK in exploring new ideas—there will be failures.**
- **Success rate is greater than other sources—other sources attracted to SBIR success.**



Who Wins in SBIR?

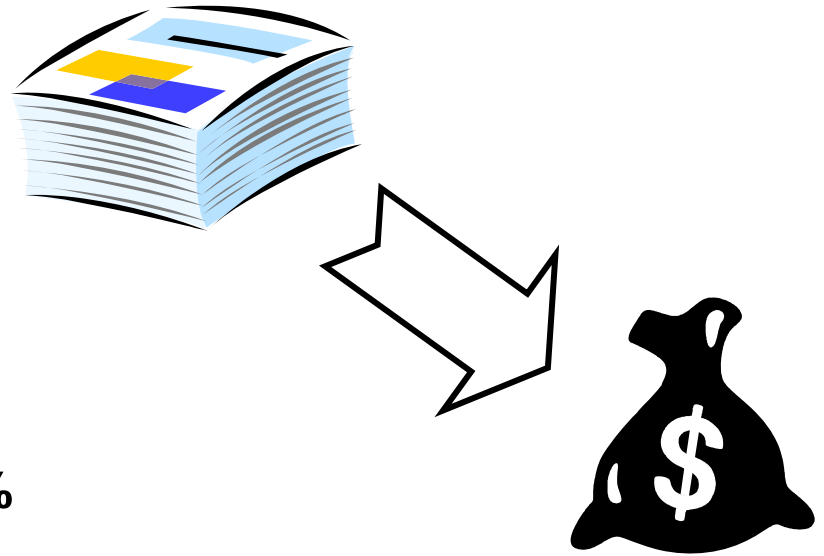
- About **33%** of Phase I winners each year have never won before.
- 41% of companies have between 2 and 9 employees.
- Phase I Winners in 2004
 - South Dakota: 1
 - Kentucky: 9
 - Indiana: 31 (27th in SBIR participation/19th in STTR)
 - Ohio: 191
 - Massachusetts: 591
 - California: 897



What Are Your Chances?

Conversion Rates

- South Dakota: 7%
- Kentucky: 11%
- Indiana: 17%
- Ohio: 18%
- Massachusetts: 19%
- California: 16%
- National Average: 16%

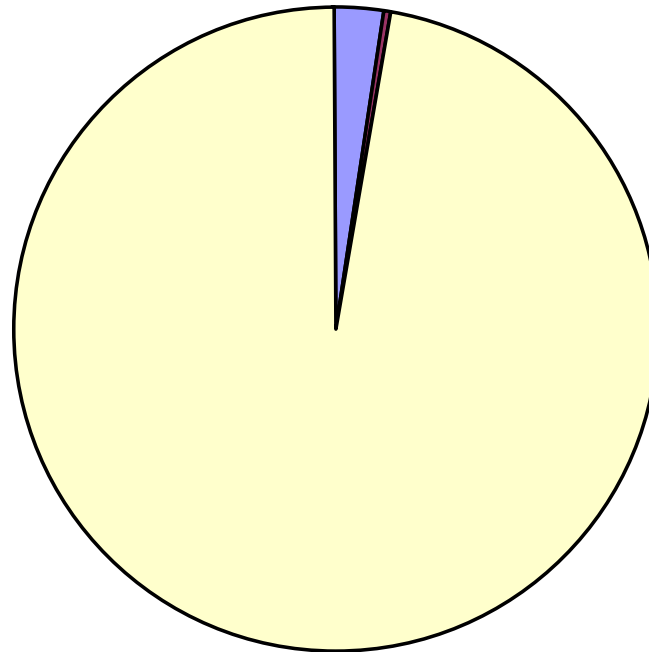


For some agencies, odds are 1 in 10.

As many as 3 out of 10 are tossed!



Federal Extramural R&D Budget



SBIR 2.5%
97.2%

STTR .3%

Other



Who is eligible for SBIR?

- **500 or less employees, including affiliates.**
- **For profit business.**
- **Located and primarily operated in the United States.**
- **Principle investigator's (PI) primary employment must be with the small business at the time of the award and for the duration of the project period.**



Who is eligible for SBIR?

- **At least 51% owned and controlled by U.S. Citizens or Permanent Resident Aliens in the U.S. or owned and controlled by a (one) for-profit small business that is 51% owned and controlled by U.S. Citizens or Permanent Resident Aliens in the United States.**
- **Hot topic for reauthorization: What about Venture Capital?**



Who is eligible for STTR?

- **Same as SBIR, but must meet additional qualifications:**
 - Applicant must be small business concern (minimum 40% effort).
 - It must be a formal cooperative R&D effort.
 - Intellectual property agreement must be in place.
 - U.S. Research Institution must be involved (minimum 30% effort).



Definition: Research Institution

- **Non-profit research institutions.**
- **Non-profit medical or surgical hospital.**
- **Federal labs (Federally Funded Research and Development Centers, FFRDC).**
- **Non-profit college or university.**



Eligibility Points for Both SBIR/STTR

- Eligibility for both is determined at the time of the award.
- “If come” basis allowed/expected.
- PI is not required to have advanced degrees.
- PI is expected to have knowledge and experience needed to successfully implement and oversee the project scientifically and technically.



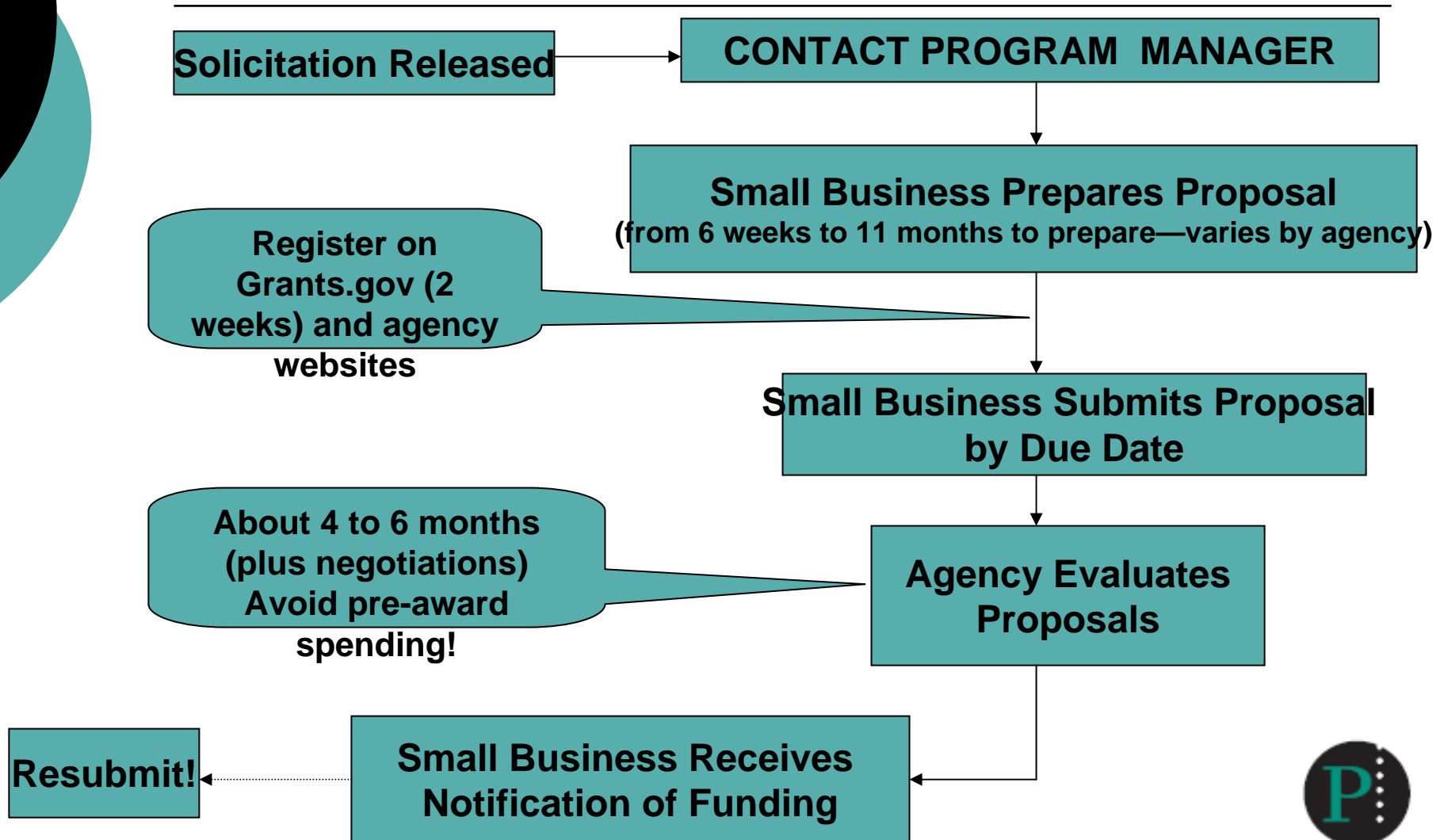


Eligibility Points for Both SBIR/STTR

- **Applications may be submitted to multiple agencies for similar work.**
- **Applications for different work may be submitted to same agency.**
- **Must disclose all and can only accept one award for each project.**



The Process





Questions?





Agencies

Who Plays in SBIR/STTR?



What Agencies Participate?

- **Based on an agency's extramural research budget.**
- **Once it reaches a predetermined threshold of \$100 million, must play.**
- **Reaches second threshold, must play in STTR too (much smaller program).**
- **Agencies can be in or out.**



Participating Agencies (SBIR Only)

- **USDA**
 - **US Department of Agriculture (AG)**
 - **CSREES**
 - **Cooperative State Research, Education and Extension Service**
- **DOC—Department of Commerce**
 - **NISTA**
 - **National Institute for Standards and Technology Administration**
 - **NOAA**
 - **National Oceanic and Atmospheric Administration**



Participating Agencies (SBIR Only)

- **DoEd**
 - Department of Education
- **EPA**
 - Environmental Protection Agency
- **DOT**
 - Department of Transportation



Participating Agencies (SBIR/STTR)

- **DHS (HSARPA)**
 - **Department of Homeland Security /Homeland Security Advanced Research Projects Agency**
- **NASA**
 - **National Aeronautics & Space Administration**
- **DOE**
 - **Department of Energy**
- **NSF**
 - **National Science Foundation**

***SBIR Only**



Participating Agencies (SBIR/STTR)

○ DOD

- Department of Defense

- Army

- Navy*

- Air Force

- SOCOM*

- Special Operations Command

- DARPA

- Defense Advanced Research Projects Agency

- MDA

- Missile Defense Agency

- Smaller Divisions

*SBIR Only



Participating Agencies (SBIR/STTR)

- **HHS (PHS)**

- **Department of Health & Human Services
(Public Health Services)**

- **CDC***

- **Centers for Disease Control and Prevention**

- **NIH**

- **National Institutes of Health (23 funding components)**

- **FDA***

- **Food and Drug Administration**

***SBIR Only**



Grants vs. Contracts

- **Some agencies are granting agencies—a problem to solve, but not the end customer (topics repeat).**
- **Some agencies are contracting agencies—a problem to solve, and you will be their (sole source) supplier.**
- **Some agencies are both (NIH).**
- **Some are one, but act like the other!**



What is Different from Agency to Agency?

Some examples include:

- **Solicitation calendar**
- **Submission method**
- **Topic areas (broad vs. focused)**
- **Topic interests**
- **Investigator-initiated topics**
- **Dollar amount of awards**
- **Proposal preparation instructions**
- **Financial details and available options**
- **Due dates/times**
- **Proposal review process**
- **Success rates**
- **Resubmit process**
- **Phase II process**
- **And much, much more...**

Assume NOTHING in SBIR!





Questions?





Agencies

A Closer Look at Some Agencies





A Closer Look at USDA

- **\$19.2 Million available in SBIR**
- **FY 2005**
 - **Phase I: 17 percent award rate**
 - 557 Phase I proposals/93 awards
 - **Phase II: 57 percent award rate**
 - 79 Phase II proposals/40 awards
- **June 1 release, due in September, awards in March**



A Closer Look at USDA



○ Phase I

- 8 months/\$80,000

○ Phase II

- 2 years
- \$350,000 (working on an increase)
- 12 month no-cost extension available
- NO Gap funding

A Closer Look at USDA



- **12 Topic Areas:**
 - **Forests & Related Resources**
 - **Plant Production & Protection, Biology**
 - **Animal Production & Protection**
 - **Air, Water & Soils**
 - **Food Science & Nutrition**
 - **Aquaculture**
 - **Rural & Community Development**
 - **Industrial Applications**
 - **Marketing & Trade**
 - **Animal Waste Management**
 - **Small & Mid-Size Farm**
 - **Plant Production & Protection, Engineering**



A Closer Look at USDA



- **Priority areas include:**
 - **alternative and renewable energy;**
 - **bioterrorism; and,**
 - **ag-related manufacturing technology.**
- **Wildlife topic discontinued.**
- **Electronic submission required in 2007.**
- **80-90% of winners have university or federal lab involvement.**
- **Resubmits allowed; ¼ of all winners are resubmits.**





United States Department of Agriculture

Cooperative State Research, Education, and Extension Service



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Funding Opportunities

More Funding Information: Small Business Innovation Research (SBIR)

Program Details:

- [Program Synopsis](#)
- [Topic Areas](#)

Applicant Resources:

- [Request for Applications \(RFA\)](#)
- [How to Apply](#)
- [Sample Proposals](#)
- [Review Criteria](#)
- [Grants.gov Registration Tip Sheet](#)

Results and Impacts:

- [Abstracts of Funded Projects](#)
- [SBIR Success Stories](#)

Reviewer Information:

- [Directions to Waterfront Centre](#)
- [Guidelines for Reviewers](#)
- To be considered as a potential reviewer, please send an email message with your contact information and area(s) of expertise to: peerreviewer@csrees.usda.gov



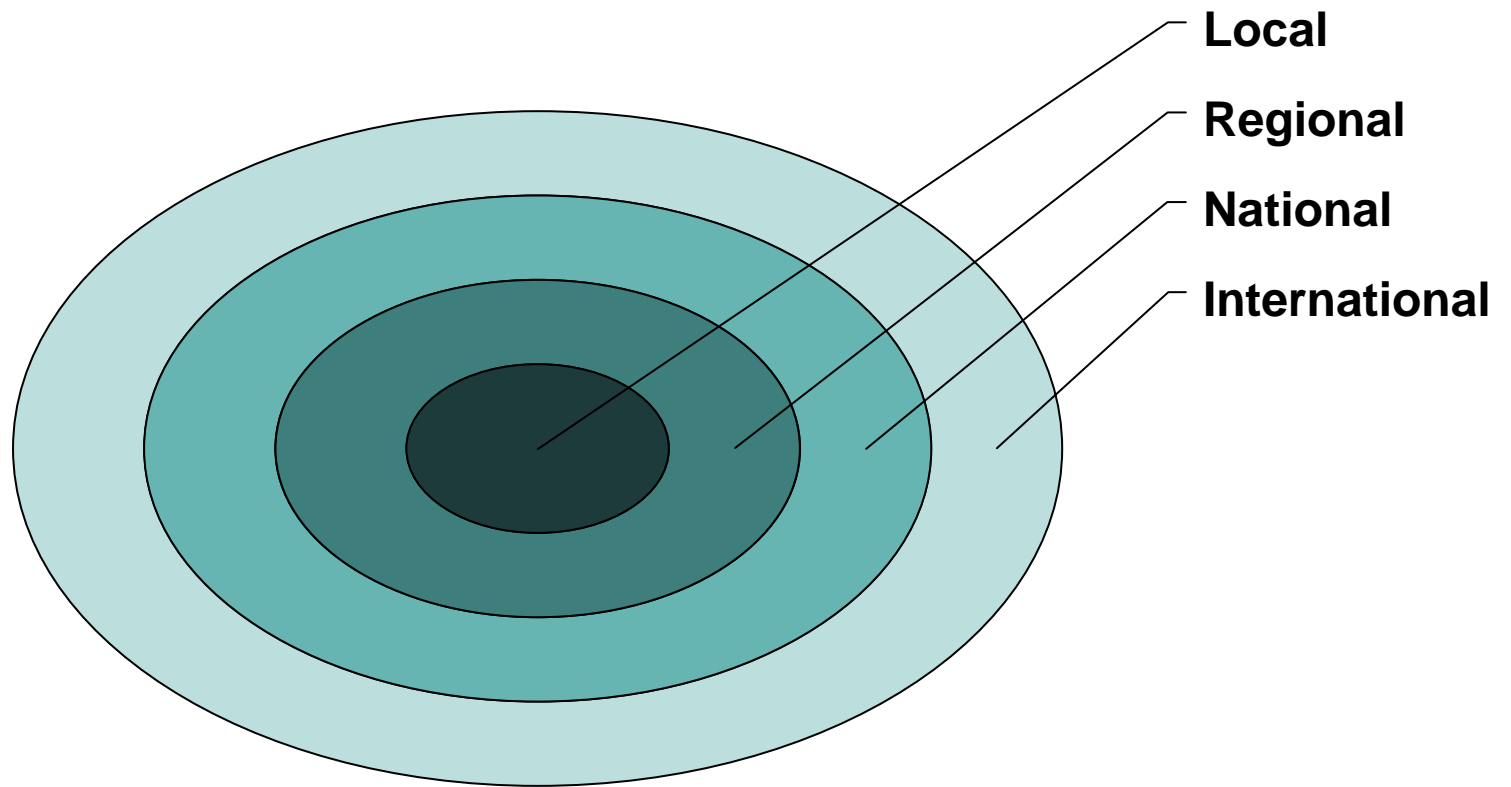
A Closer Look at USDA



- Confidential peer review panel composed of university and government research scientists.
- Score based on scientific and technical merit, importance of problem to American agriculture or rural development, commercial potential, etc.
- Look at Impact: local, regional, national, global.



Side Note: Defining Impact



A Closer Look at USDA



Contact:

Charles Cleland
SBIR Program Manager
(202) 401-4002
ccleland@csrees.usda.gov





A Closer Look at DoE

- **Granting Agency**
- **\$101.4 Million in SBIR**
- **\$12.2 Million in STTR**
- **FY 2006**
 - **Phase I and II SBIR: 29 percent overall award rate**
 - **1265 proposals/261 Phase I awards and 108 Phase II awards**
 - **Phase I and II STTR: 19 percent overall award rate**
 - **161 proposals/30 Phase I awards and 13 Phase II awards**
- **Fall solicitation; April notification**
- **\$100K Phase I (9 months)**
- **\$750 Phase II (24 months)**
- **Must use grants.gov**
- **No classified information!**





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SMALL BUSINESS INNOVATION RESEARCH

SMALL BUSINESS TECHNOLOGY TRANSFER



Supporting scientific excellence and technological innovation through the investment of federal research funds in critical American priorities to build a strong national economy.....one small business at a time.

Headlines:

- **CORRECTION TO THE 2007 PHASE I FUNDING NOTICE: WHOLLY OWNED SUBSIDIARIES ARE ELIGIBLE TO APPLY.**

The 2007 Phase I Funding Notice is now available on Grants.gov; however, some of the links are not working. If you have difficulty with the notice, you may also access the notice from here. **REMEMBER, YOU CAN ONLY APPLY USING GRANTS.GOV. APPLICATIONS WILL NOT BE**

ACCEPTED ANY OTHER WAY.

[FY 2007 Phase I Funding Notice](#)

[FY 2007 Technical Topics](#)

- **DOE completes FY 2006 Phase II award selection** — results are posted by [topic](#)/by [state](#).



A Closer Look at DoE



○ Topics include:

- Energy Production (Fossil and Nuclear Energy)
- Energy Production—Future (Fusion and Renewable Energy)
- Energy Efficiency (Transportation, Buildings, Industry)
- Environment
- Life Sciences
- Materials
- Data Management and Communication
- High Energy and Nuclear Physics
- National Security





A Closer Look at DoE

- **Growing interest:**
 - Life sciences
 - Coal
 - Solar & biomass

- **Decreasing interest:**
 - Medical science
 - Oil & gas
 - Geothermal/hydropower



A Closer Look at DoE



Contact:

Larry James

Acting SBIR/STTR Program Manager

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Larry.james@science.doe.gov

<http://science.doe.gov/sbir>

Julie Scott

SBIR/STTR Program Coordinator

301-903-0569

Julie.scott@science.doe.gov





A Closer Look at EPA

- **\$7 million SBIR Program**
- **Funding rate less than 10%**
- **Contracts only**
- **Solicitation in Spring (one per year)**
- **Topics**
 - **Great lakes (EPA Region V)**
 - **Environmental Problems in America's Heartland (EPA Region VII)**
 - **Water and Wastewater Needs**
 - **Critical EPA Technology Needs**





Funding Opportunities
Guidance & FAQs
Grants
Fellowships
Small Business
Research Centers
Other Programs
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ETOP
P3
Nanotechnology
CNS
STAA
Research Results
Science Topics

U.S. Environmental Protection Agency National Center For Environmental Research

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Which [search](#) is right for me?

Small Business Innovation Research

[Factsheet](#) (PDF, 1pp., 61KB)

[Previous SBIR Solicitations:](#)
[Archives](#)

EPA's Small Business Innovation Research (SBIR) Program

[SBIR Factsheet](#)

(PDF, 1pp., 61KB)

\$3.2 Million in Small Business Grants for New Environmental Technologies

EPA's Small Business Innovation Research (SBIR) program announced the award of more than \$3 million under its SBIR Phase 2 program to 14 companies for work in five key environmental areas: control and monitoring of air emissions, pollution prevention, solid waste control, hazardous waste treatment, and homeland security

[Read More](#)



EPA Awards \$2.6 Million in Small Business Innovation Research Contracts

EPA announced the award of more than \$2.6 million to 34 small companies for 38 projects to develop new technologies, including nanotechnologies, to control and monitor air pollution, treat wastewater, manage hazardous waste, improve recycling, and ensure safe buildings and drinking water security. The companies were chosen from a pool of 363 applicants across the country.

[Read More](#)





A Closer Look at EPA

Contact:

Jim Gallup

Program Director

202-343-9703

Gallup.james@epa.gov

www.epa.gov/ncerga/sbir

Mitch Lasat

Program Coordinator





A Closer Look at DOD

- Topics appear in pre-release period.
- 3 SBIR solicitations per year, one STTR solicitation.
- Not every component participates in every release.
- FY 2006
 - \$1.12 Billion for SBIR
 - \$130 Million for STTR
- FY 2005
 - SBIR Phase I: 17 percent award rate
 - 13,480 proposals received; 2,344 awards made
 - STTR Phase I: 20 percent award rate
 - 1,600 proposals received; 324
- 43% of Phase I awards turn into SBIR Phase II.
- 41% of STTR Phase I turn into STTR Phase II.





A Closer Look at DOD

- Each component has its own topics, requirements, funding limits, project period, etc. Assume nothing about components.
- Uses a “black-out period” where communication with topic author is not permitted.
- Contacts are typically “topic authors.”

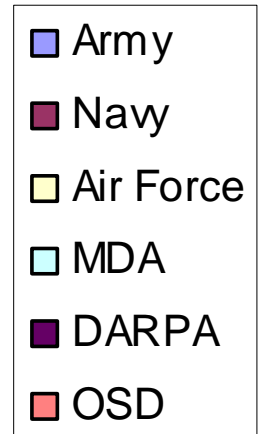
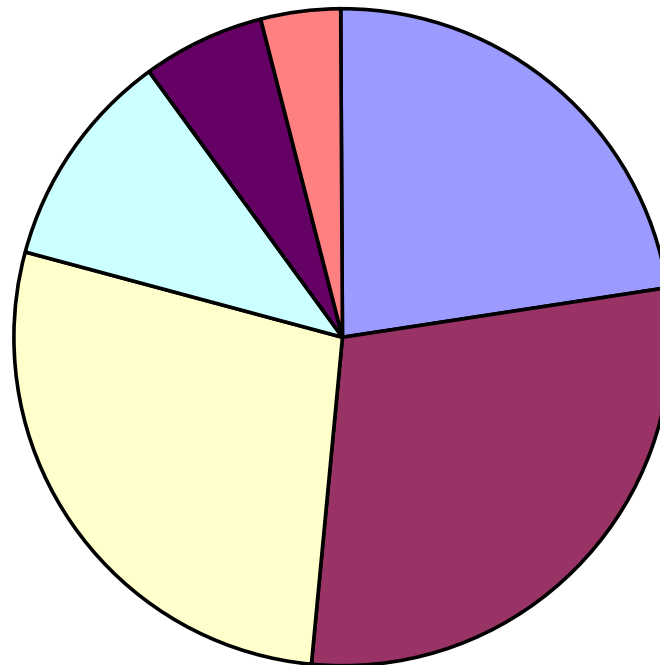




A Closer Look at DOD

- **DoD is your customer!**
- **Phase II by invitation only, invited during Phase I.**
- **Electronic submission only through DoD site.**
- **DoD uses commercialization (DoD and private markets) as a critical measurement.**
- **Offers Enhancement Program to address the issue of gap funding (restructuring?).**
- **Solicitations close at 6AM.**

A Closer Look at DOD





A Closer Look at DOD

- **55% of winners have fewer than 55 employees.**
- **37% are new awardees.**
- **50% have between 1 and 5 Phase II awards.**
- **13% have 6+ Phase II awards.**





DEPARTMENT OF DEFENSE

Resource Center

Small Business Innovation Research

www.dodsbir.net



SEARCH



AWARDS

DoD SBIR & STTR Awards



TOPICS

Current DoD SBIR & STTR Topics



SITIS

Interactive Topic Info System

INTEREST

- [ABOUT SBIR/STTR](#)
- [CURRENT SOLICITATION](#)
- [SELECTION LISTINGS](#)
- [CONFERENCES](#)
- [DESK REFERENCE](#)
- [MAJOR ACQUISITION LIAISONS](#)
- [SUCCESS STORIES](#)
- [FIRMS IN THE NEWS](#)
- [SBIR ANNUAL REPORT](#)
- [STTR ANNUAL REPORT](#)
- [FAST TRACK/PHASE II ENHANCEMENT](#)
- [COMMERCIALIZATION PILOT PROGRAM](#)



HELP



HELPDESK

Answers Questions About DoD SBIR & STTR



WEBSITE

Main Website for More Information



LISTSERV

Subscribe to Receive Program Notices and Updates



SUBMISSION TUTORIAL

Tutorial on how to use the DoD SBIR/STTR Submission Site

SUBMISSION



SUBMISSION

DoD SBIR/STTR Proposal Submission



A Closer Look at DOD



Contacts:

DoD

SBIR/STTR Help Desk

866-724-7457

www.dodsbir.net/helpdesk



SBIR Points-of-Contact



DoD SBIR Program Coordinator

Michael Caccuitto
703-604-0157



Army

Susan Nichols
703-806-0859



Navy

John Williams
703-696-0342



Air Force

Steve Guilfoos
937-656-9021



DARPA

Connie Jacobs
703-526-4162



MDA

Mike Zammit
703-553-3408



DTRA

Lt Col John Kelley
703-767-2356



A Closer Look at NIH

- **SBIR \$581.7 Million (\$570.6M in NIH)**
- **STTR \$68.7 Million (NIH Only)**
- **FY 2005**
 - **SBIR Phase I: 18 percent award rate**
 - 5,236 proposals received; 928 awarded
 - **SBIR Phase II: 53 percent award rate**
 - 1,505 proposals received; 791 awarded
 - **SBIR Fast-Tracks: 75 awarded**
 - **STTR Phase I: 26 percent award rate**
 - **739 Phase I received; 190 awarded**
 - **STTR Phase II: 70 percent award rate**
 - 121 proposals received; 85 awarded
 - **STTR Fast-Tracks: 21 awarded**



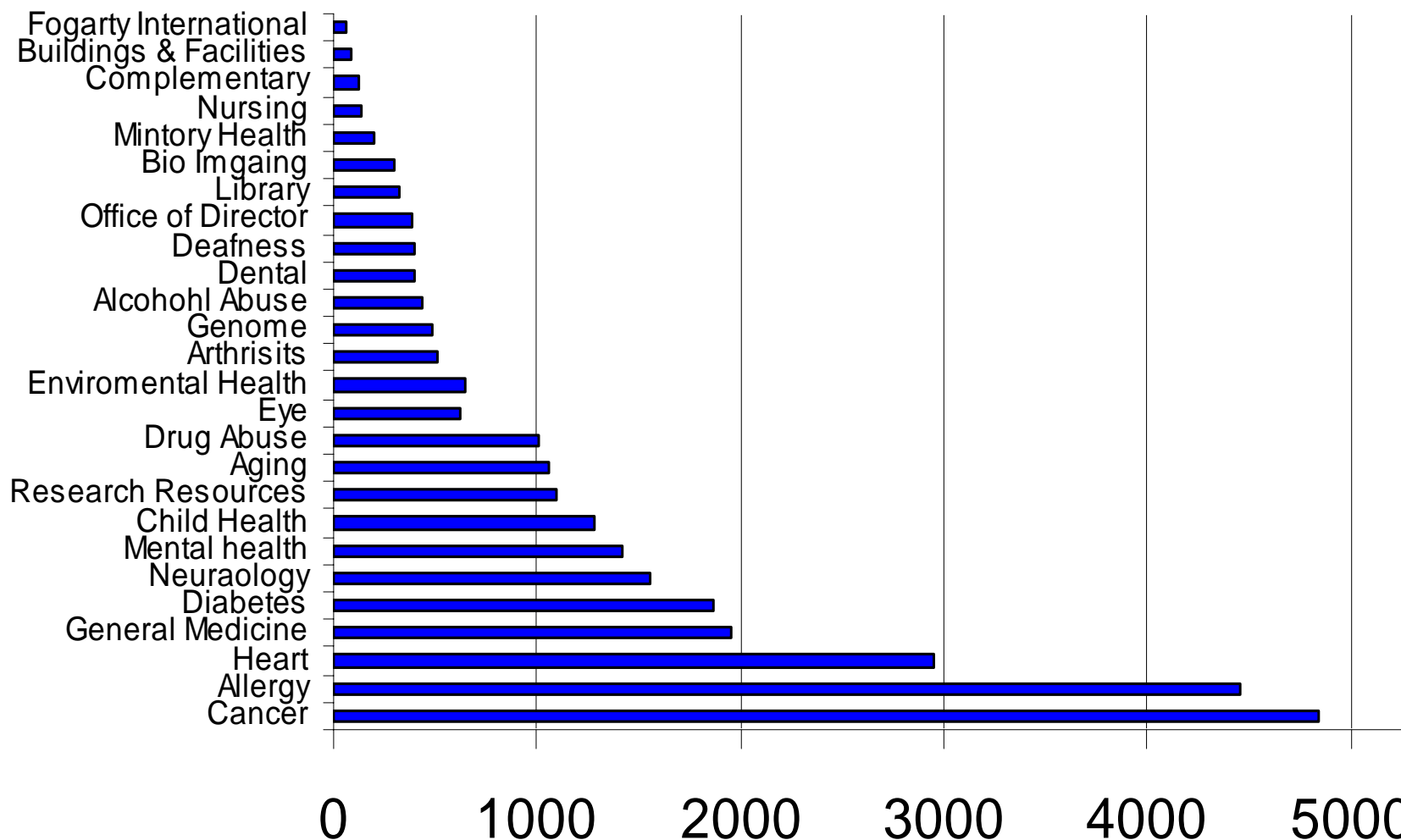


A Closer Look at NIH

- **Grants, contracts, cooperative agreements.**
- **Solicitation issued in January, changes little from year to year.**
- **Three submission dates throughout the course of the year (moving to the 5th of April, August and December).**



A Closer Look at NIH: Paylines for 2006 (by Institute/Center; dollars in millions)





Small Business Funding Opportunities

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[Awarded Grants](#)

[Grants Policy](#)

[eRA](#)

[About OER](#)

News Flashes ([Current](#), [2005 Archive](#), [2004 Archive](#), [2003 Archive](#))

- **NEW** [Change in SBIR/STTR Submission Date Effective January 1, 2007](#)
- [NIH Announces the Availability of an SBIR Niche Assessment Program for Phase I SBIR awardees in FY 2006 and FY 2007](#)
- [Expanded Opportunity to Participate in the NIH SBIR Commercialization Assistance Program \(CAP\)](#)
- [NIH Announces Commercialization Assistance Program \(CAP\) for its Phase II SBIR Awardees](#)
- [NIH Comments to GAO SBIR Report](#)

[Presentations from 8th Annual NIH SBIR/STTR Conference Now Available](#)





A Closer Look at NIH

- **Contracts and special announcements have different deadlines.**
- **Accept unsolicited requests.**
- **Talk with program officers any time.**
- **Must use grants.gov.**
- **Must also register on eRA Commons.**





A Closer Look at NIH

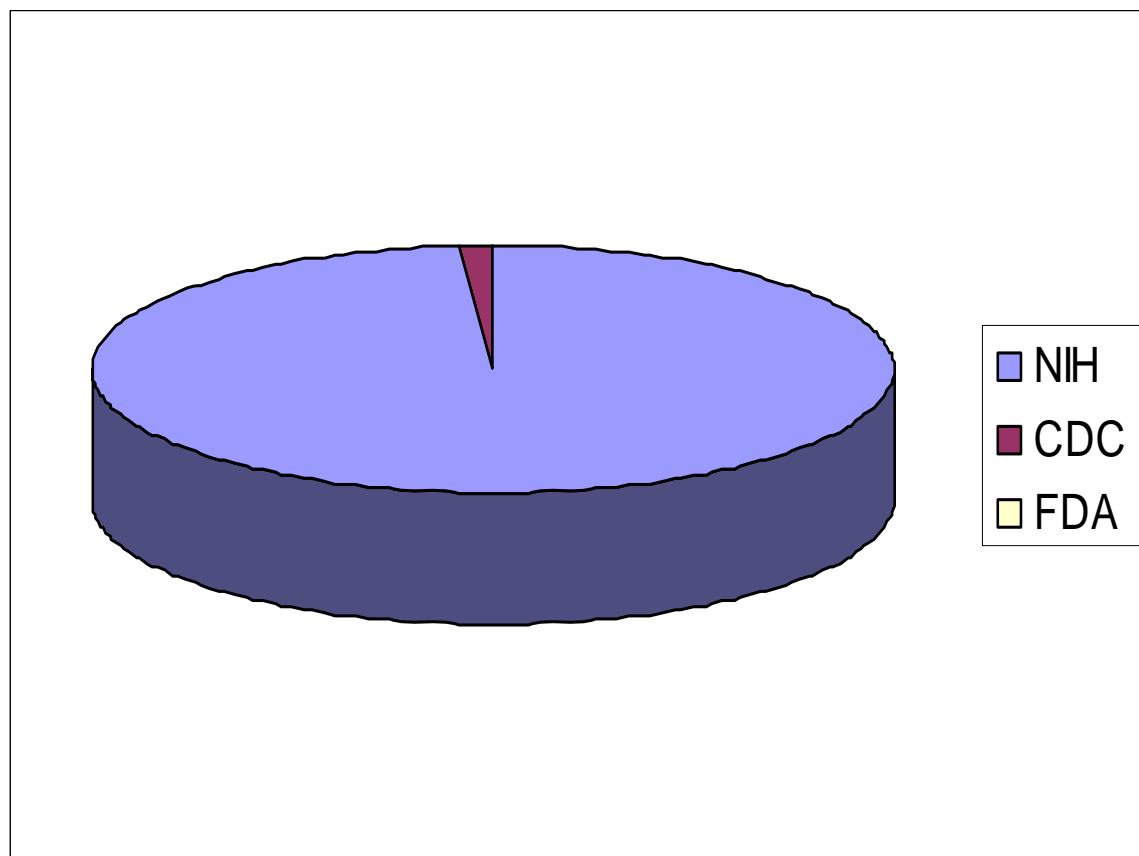
- **Unfunded proposals can be resubmitted two times in an unrestricted period of time.**
- **Other available topics through special announcements (PA and RFAs).**
- **Budget can exceed \$100 if justified.**
- **Version 2 of Application Guide now available.**





A Closer Look at NIH

- **NIH 98.5%**
- **CDC 1.4%**
- **FDA .10%**





A Closer Look at NIH

- **Evaluation Criteria includes:**
 - **Significance (real problem/Commercial potential?);**
 - **Approach (research design, feasible);**
 - **Innovation (new or improved?);**
 - **Investigators (PI and team);**
 - **Environment (facilities/resources);**
 - **Etc.**



A Closer Look at NIH:

Center for Scientific Review



- **NIH receives over 80,000 proposals a year!**
- **In the past five years, submission have almost doubled.**
- **During deadlines, often receives more than 3,000 in a 30-minute period.**
- **Over 80% of applicants wait until the last 30 minutes before the deadline to upload.**



A Closer Look at NIH:

Center for Scientific Review



- **Include institute(s) or center(s) in your cover letter, or area of expertise required.**
- **Submit early, early, early!**
- **Debriefing automatically on eRA Commons.**
- **Piloted a program for new investigators, changes are in store review process in the future.**
 - **Faster turn around time?**
 - **End of deadlines?**





A Closer Look at NIH

Contact:

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etzlerk@od.nih.gov

[Grants.nih.gov/grants/funding/sbir.htm](https://grants.nih.gov/grants/funding/sbir.htm)



To Learn More About Agencies

- Use state resources



- Sign up for listserves and newsletters



- Use SBIR websites.



- Study the websites of agencies.



- Read abstracts of awarded applications.





Questions?





Topic Identification

Finding an Agency and a Topic



Identifying Opportunities

- **A federal agency must want your technology.**
- **Agencies issue solicitations on a calendar basis.**
- **Each agency follows a different calendar with different due dates and solicitation rules.**
- **More on this later...**





Where Do Topics Come From?

- **End users**
- **Big Business**
- **Agency-initiated topics**
- **Investigator-initiated topics**
 - **Department of Energy**
 - **Homeland Security**
 - **USDA**
- **Customers/Vendors**

SBIR Home

What's New

Solicitation Deadlines

Proposal Submission

SBIR Solicitations

Awards

Award Administration

Proposal Review

Reviewer Opportunities

Collaboration Opportunities

SBIR Contact Information

FAQ

Links

Topic Recommendations

Presentations



Homeland Security Advanced Research Projects Agency

SBIR PROGRAM

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[*The DHS 6.2 Solicitation is now closed.....*](#)

[*DHS announces its 6.1 SBIR/STTR award selections.....*](#)

Department of Homeland Security Science & Technology SBIR/STTR Program

SBIR Program:

The Department of Homeland Security (DHS), Homeland Security Advanced Research Projects Agency (HSARPA) launched the Small Business Innovation Research (SBIR) program in December 2003. Today, HSARPA administers the DHS SBIR Program for DHS's Science and Technology (S&T) Directorate and the Domestic Nuclear Detection Office (DNDO). Our goal is to increase the participation of innovative and creative small businesses in Federal Research/Research and Development (R/R&D) programs and challenge industry to bring innovative homeland security solutions to reality.

All Federal agencies with an annual extramural R&D budget exceeding \$100M are required to participate in the SBIR Program. Each fiscal year not less than 2.5 percent of the annual extramural budget is reserved for awards to small businesses for R/R&D through a three-phase process.



Topic
Recommendations

Topic Identification

- Watch the solicitation calendar.
- Assume nothing!
- Use available resources:
 - IEDC SBIR Program
 - Brooke Pyne (bpyne@iedc.in.gov)
 - Alerting Services
 - <http://www.pnl.gov/edo/sbir/>
 - Electronic newsletters
 - <http://ssti.org/>
 - Agency websites
 - Clearinghouse websites
 - <http://www.zyn.com/>
 - <http://www.sbirworld.com/>
 - Agency flashes
 - <http://grants.nih.gov/grants/guide/listserv.htm>



Topic Identification

- **Use search engines on websites to identify potential topics.**
- **Methods of topic identification:**
 - **A new idea that needs development.**
 - **A modification of an existing technology (new application, new materials, etc).**
 - **Area of interest for future business development.**
- **Small business is best searcher (not consultants).**
 - **It takes a lot of time—but this is a business development activity.**





Topic Identification

- **Two key web-based search engines:**
 - **www.zyn.com**
 - **www.sbirworld.com**

ZYN SYSTEMS



[SBIR Information on Solicitations, Grants and Conferences](#)

Far West Region
FLC
Federal Laboratory Consortium

[FLC Far West Region](#)

Mid-Continent Region
FLC
Federal Laboratory Consortium

[FLC Mid-Continent Region](#)



[Navy SBIR Program](#)





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[Solicitation Dates](#)

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[SBA Policy Directive](#)

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News Updated 11/06/06

[DoD Issues FY2007.1 SBIR](#)

Opens 12/6/06 Closes 1/10/07

[Dept. of ED Opens Fy-2007 SBIR](#)

Opens 11/6/06 Closes 1/8/07

[NOAA Opens FY07 SBIR](#)

Opens 10/2/06 Closes 1/17/07

[DOE Issues 07 SBIR/STTR](#)

Opens 9/20/06 Closes 11/21/06

[SBIR Insider Newsletter](#)

9-15-06 Issue now available

National Conferences

[National SBIR Fall Conference](#)

Search Services

[Open SBIR/STTR Solicitation Topics](#)

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[Closed SBIR/STTR Solicitation Topics](#)

Topics often recycled for future solicitations

[Past SBIR/STTR Awards](#)

SBIR/STTR Awards Databases

[Federal Laboratory R&D Resources](#)

Keyword search for federal tech resources

Help & Assistance Services

[Find a Partner](#)



SBIR Gateway Search Service Consolidated SBIR/STTR Solicitation Search Open SBIR/STTR Solicitation Topics

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[SBIR Agency
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Search the full text of all agencies' current [unofficial](#) * SBIR/STTR solicitation topics.

**** Includes All Open SBIR/STTR Topics ****

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Select Agency:

Only agencies with Open solicitations are listed

Search Solicitations

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find a topic



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SBIRworld Home

Key Solicitation Dates

JOIN the SBIRWorld Event Email List

Registration is now open for the
Fall National SBIR/STTR Conference
November 6-9, 2006 in Milwaukee, WI
[Click here for more information.](#)

Printer Friendly



National Conferences

NSF Sponsored National Conferences

2006 Fall National SBIR/STTR Conference (Milwaukee, WI)
Monday, November 06, 2006



Regional Conferences

Overview & Phase I Proposal Preparation Workshop: Focus on Minority and Women-Owned Businesses (Las Vegas, NV)
Tuesday, September 19, 2006



News

Department of Homeland Security Releases FY06.2 SBIR/STTR Solicitation
Wednesday, September 13, 2006

Department of



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Disclaimer: The Solicitations listed on this site are copies from the various SBIR/STTR agency solicitations and are not necessarily the latest and most up-to-date. For this reason, you should use the links under the *Program* column. These will take you directly to the appropriate agency server where you can obtain the official version of the entire solicitation including the agency's rules and necessary forms.

Open Solicitations (Includes Special Announcements)

[Future
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Open Solicitations			
Program	Release Date	Accepts Proposals	Closing Dates
Department of Homeland Security FY 06.2 SBIR/STTR	12 Sep 2006	12 Oct 2006	13 Nov 2006
NSF SBIR/STTR Topics: Biotechnology, Electronics, Emerging Opportunities, Information Technology	28 Aug 2006	4 Nov 2006	4 Dec 2006
2007 PHS SBIR - NIH/CDC (Contracts)	8 Aug 2006	8 Aug 2006	6 Nov 2006

Scroll down for Special Announcements with different release and close dates.



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OPEN SBIR/STTR SOLICITATION TOPICS SEARCH

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Search For:

Search On: ☒ All Words ☐ Any Words ☐ Phrase

[Click Here for search help](#)

Select Agency: ALL SBIR/STTR Agencies

Search Solicitations

Clear

Topic Identification

- Choose a keyword for your search.
- Write it down!

OPEN SBIR/STTR SOLICITATION TOPICS SEARCH

Search For:

Search On: ☒ All Words ☐ Any Words ☐ Phrase
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Select Agency:



Option to print
for your
records.



OPEN SBIR/STTR SOLICITATION TOPICS SEARCH RESULTS

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Documents **1** to **20** of **90** matching the query "detection".

1. [\(SBIR/STTR\) PHS 2006-2-DHHS/NIH-NCI/Division of Cancer Prevention](#)

Rank: 432 Abstract: Division of Cancer Prevention U.S. Department of Health and Human Services PHS 2006-2 National Institutes of Health (NIH) SBIR and STTR GRANT Topic(s) National Cancer Institute (NCI) SBIR/STTR Grant Application Submission Dates: April 1, August 1, and December 1, 2006 AIDS and AIDS-related SBIR/STTR

2. [\(SBIR/STTR\) PHS 2006-2-DHHS/NIH-NIDCR/Epithelial Cell Regulation and Transformation](#)

Rank: 408 Abstract: Epithelial Cell Regulation and Transformation U.S. Department of Health and Human Services PHS 2006-2 National Institutes of Health (NIH) SBIR and STTR GRANT Topic(s) National Institute of Dental and Craniofacial Research (NIDCR) SBIR/STTR Grant Application Submission Dates: April 1, August 1, and D

A closer look at an DHHS/NIH—NIC
Solicitation



(SBIR/STTR) PHS 2006-2-DHHS/NIH-NCI/Division of Cancer Prevention

Division of Cancer Prevention

U.S. Department of Health and Human Services PHS 2006-2

National Institutes of Health (NIH)

SBIR and STTR GRANT Topic(s)

National Cancer Institute (NCI)

SBIR/STTR Grant Application Submission Dates: April 1, August 1, and December 1, 2006

**AIDS and AIDS-related SBIR/STTR Grant Application Submission Dates: May 1, 2006,
September 1, 2006, and January 2, 2007**

For additional information, access the NCI homepage: <http://www.cancer.gov/> and http://otir.nci.nih.gov/smallbusiness/small_sbir.html .

For NCI-related SBIR Information, visit: <http://www3.cancer.gov/admin/gab/index.htm>

- **Division name**
- **Agency name**
- **Institute**
- **Due date(s)**
- **Resources for additional information.**




Division of Cancer Prevention

The Division of Cancer Prevention (DCP) directs an extramural program of cancer prevention research including chemoprevention, nutritional science, genetic, epigenetic, and infectious agent, early detection including biomarker development and validation and biometry for the Institute. DCP also supports research training and career development in cancer prevention and early detection and coordinates community-based clinical research in cancer prevention and dissemination of cancer treatment practice through a consortium of community clinical centers. For additional information, please visit our home page at <http://dcp.nci.nih.gov/>.

A. **Prevention**. Research studies to identify, evaluate, and implement techniques and approaches for the prevention, risk assessment, and early detection of cancer. Those studies capable of achieving these objectives with minimal risk and cost are preferred.

- **Solicitation gives an overview of the division and its goals and objectives.**
- **Details what it is seeking from private market.**
- **Pay attention to information provided by the agency!**
“Minimal risk and cost are preferred.”





2. *Diet and Nutrition.* The Nutritional Science Research Group supports studies that aim to reduce the incidence of cancer through dietary modification, which may include additions, deletions, or substitutions of foods or dietary factors.

_ Topics of interest include:

- a. In vivo animal models, including transgenics and knockouts, to examine the cancer prevention effects of essential and non-essential nutrients.
- b. Invertebrate models for the study of bioactive food component-gene interactions involved with cancer prevention.
- c. Novel technologies for measuring the effects of diet on differential gene expression, epigenetic events, proteomics, and associated metabolomic changes.
- d. New models/approaches for examining diet-immunity interactions.
- e. Educational interactive software packages that focus on dietary exposures and cancer prevention.
- f. New and improved diagnostic markers for nutritional status.
- g. New methods to detect and identify anticarcinogenic nutrients in foods.

○ **This solicitation is for a grant (NIH) and provides a very broad description of the agency's needs.**



Other Research Topic(s) Within Mission of the Institute

For additional information on research topics, contact:

Mr. Michael Weingarten
National Cancer Institute
31 Center Drive, MSC 2580
Room 10A52
Bethesda, MD 20892
(301) 496-1550
Email: weingartenm@mail.nih.gov

Website: http://otir.nci.nih.gov/smallbusiness/small_sbir.html

- **Solicitation detail is followed by contact information—USE IT!**
- **Also followed by other institutes and divisions with similar research topics/interests.**



(SBIR Contract) 2007-DHHS/CDC/NCHSTP - New Laboratory Tests for Tuberculosis and Detection of Drug Resistance

New Laboratory Tests for Tuberculosis and Detection of Drug Resistance

PHS 2007-1 SBIR Contracts

U.S. Department Of Health and Human Services (DHHS)

Centers for Disease Control and Prevention (CDC)

National Center for HIV, STD AND TB Prevention (NCHSTP)

Solicitation Closing Date: November 6, 2006, 5:00 p.m. EST

The entire solicitation may be viewed at <http://grants.nih.gov/grants/funding/sbir.htm>

- **This is a Special Announcement from the CDC.**
- **Results from same search.**
- **Note the closing date of November 6, 2006.**



(SBIR) DoD/MDA 2006.3 - Computer Network Defense (CND) Technologies

Computer Network Defense (CND) Technologies

Department of Defense (DoD) SBIR 2006.3
Missile Defense Agency (MDA)


September 13, 2006: DoD begins accepting proposals

October 13, 2006: Deadline for receipt of proposals at the DoD Components by 6:00 a.m. EST.

The entire solicitation may be viewed at <http://www.acq.osd.mil/sadbu/sbir/solicitations/sbir063/>

- **Same search criteria, solicitation from MDA.**
- **Note deadline.**
- **DoD has restricted communication once they begin accepting proposals.**
- **Note the TIME the proposal is due—6AM.**





MDA06-001 TITLE: Computer Network Defense (CND) Technologies

TECHNOLOGY AREAS: Information Systems

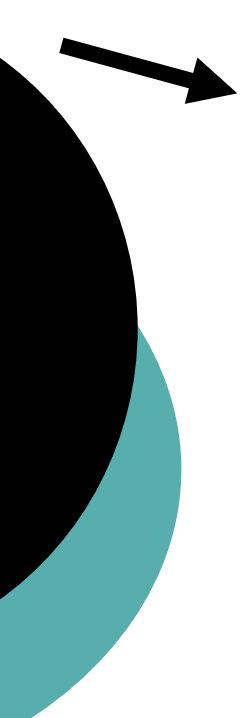
ACQUISITION PROGRAM: BC(DFB) / GM(DFG)

OBJECTIVE: Develop and demonstrate innovative software solutions to the problem of Computer Network Defense (CND) in the context of Ballistic Missile Defense System (BMDS) Program Protection Plans and associated architectures.

DESCRIPTION: Computer Network Defense (CND) refers to defensive measures taken to protect and defend information, computers, and networks from disruption, denial, degradation, or destruction. Novel solutions are being sought and should focus on applications of computer network incident response, disaster prevention and recovery, intrusion prevention, accurate attack detection with low false alarms, and malicious insider detection and mitigation as they relate specifically to missile defense systems and networks.

To facilitate early and accurate detection of malicious activity, a number of new methods and ideas should be explored, including techniques to that can identify malicious activity without reliance upon signatures cataloged prior to event detection or heuristic mechanisms that depend upon a profile of “normal” system behavior. These capabilities are essential in order to defend against previously undisclosed attacks, during periods of heightened alert on the BMDS. In addition, any proposed techniques must not impact the operational network.






The sponsor is interested in alternative approaches that do not rely on existing IDS technologies, build upon work already underway to address insider threats (see reference 1-3 below) and/or approaches that significantly extend the current state of the art for IDS systems. This sponsor is also interested in identifying activities that could be characterized as precursors to a malicious attack and/or correlating separate events in near real time across a wide area network.

Research in the areas of traffic filtering, persistence, and remediation at the internal network node level is needed to provide a scalable, comprehensive protection infrastructure for internal network nodes. Solutions should mitigate increased system latency or network response times but support a human in the loop or otherwise mitigate the potential for the solution itself to negatively impact the operational network. Solutions should support the use of open system architecture standards to provide seamless interoperability of a variety of different vendor products. Proposed solutions should address their capability for integrating with agent-based systems environment supporting the cyber security manager.

- **DoD—contracting agency (they are your end customer).**
- **They tell you the problem.**
- **They essentially define what they will consider “innovative”**
- **They tell you what parameters the solution should fit into.**





PHASE I:Analyze, design, and conduct proof-of-principle demonstrations of methods for Computer Network Defense (CND) application software systems that provide security solutions that contribute to Ballistic Missile Defense systems.

PHASE II:Develop and demonstrate prototype platform/software/hardware that demonstrates advancement of Computer Network Defense technologies by illustrating functional effectiveness against predetermined and/or previously unseen cyber threat sets.

PHASE III:Prepare detailed plans for and implement demonstrated capabilities on critical military and commercial applications.

PRIVATE SECTOR COMMERCIAL POTENTIAL:Advanced Computer Network Defense (CND) software has application throughout commercial industries. Commercial systems that are exposed to internet and corporate intranets would benefit greatly from this development. In addition to military and homeland defense, banking, finance, e-commerce, and medical industries would have a high demand for such systems.


- **DoD details the objectives of each phase of application.**
- **DoD gives suggestions for “Dual-Use Technology” applications.**



“Dual-Use Technology”

- **Technology fills a need for both the government agency seeking the solution and for general consumers in the marketplace**
- **Remember: SBIR=growth in the U.S. economy through introduction of innovations to the marketplace (U.S. and worldwide marketplace).**
- **Commercialization potential is an important part of the SBIR application—for all agencies.**
- **Do Market Research! Include revenue projections and job growth projections (for most agencies).**





KEYWORDS: intrusion prevention, intrusion detection, malicious code, cyber security, computer network

- **At the bottom of all DoD solicitation announcements is a list of key words associated with the desired technology.**
- **Use this list to help you define, refine, or expand your topic search.**
- **Keep a running list of search terms in an Excel spreadsheet.**
- **Search criteria can be extremely sensitive!**



[Perform New Search](#) [View Results for Closed Solicitations](#)

Documents **1** to **16** of **16** matching the query "detector".

1. [\(SBIR\) DoD/MDA 2006.3 - Hypergolic Chemical Leak Detector](#)

Rank: 806 Abstract: Hypergolic Chemical Leak Detector Department of Defense (DoD) SBIR 2006.3 Missile Defense Agency (MDA) September 13, 2006: DoD begins accepting proposals October 13, 2006: Deadline for receipt of proposals at the DoD Components by

[Perform New Search](#) [View Results for Closed Solicitations](#)

Documents **1** to **20** of **72** matching the query "detect".

1. [\(SBIR\) DHHS/NIH and CDC/New Technology to Screen for Mild Hearing Loss in Children](#)

Rank: 861 Abstract: New Technology to Screen for Mild Hearing Loss in Children U.S. Department of Health and Human Services National Institutes of Health (NIH) and Centers for Disease Control and Prevention (CDC) SBIR Grant Topic [R43/R44] Participating Institutes:

[Perform New Search](#) [View Results for Closed Solicitations](#)

Documents **1** to **20** of **90** matching the query "detection".

1. [\(SBIR/STTR\) PHS 2006-2-DHHS/NIH-NCI/Division of Cancer Prevention](#)

Rank: 432 Abstract: Division of Cancer Prevention U.S. Department of Health and Human Services PHS 2006-2 National Institutes of Health (NIH) SBIR and STTR GRANT Topic(s) National Cancer Institute (NCI) SBIR/STTR Grant Application Submission Dates: April 1, August 1, and December 1, 2006 AIDS and AIDS-related SBIR/STTR



Questions about SBIR and Solicitation Topics

TECHNICAL POINT OF CONTACT:

Gary Mayes
Phone: 256-955-4904
Fax:
Email: gary.mayes@smdc.army.mil

2nd TECHNICAL POINT OF CONTACT:

Susan Todd
Phone: 703-882-6504
Fax: 703-697-5731
Email: susan.todd@mda.mil

Between August 1 and September 12, 2006, you may talk directly with the Topic Authors to ask technical questions about the topics. Their names, phone numbers, and e-mail addresses are listed within each solicitation topic above. For reasons of competitive fairness, direct communication between proposers and topic authors is not allowed starting September 13, when DoD begins accepting proposals for this solicitation. However, proposers may still submit written questions through the SBIR Interactive Topic Information System (SITIS), in which the questioner and respondent remain anonymous and all questions and answers are posted electronically for general viewing. No direct contact between proposers and the topic authors is allowed. Written questions to SITIS must be submitted via the Internet at www.dodsbir.net/sitis. Questions are limited to technical information


- **Use topic authors for information, but follow the agency's rules of contact!**
- **Identify the topic author's preferred method of communication and use it—even if it isn't *your* favorite!**



Topic Identification

- **Search closed solicitations.**
- **Use same key words in other search engines.**
- **Use multiple combinations of key words.**
- **Think inside and outside of the box.**
- **Call the program manager or point of contact.**





Science Education. In order to improve science education in the area of drug abuse research (e.g., disciplines such as neuroscience, psychology, epidemiology), efforts are needed to develop innovative methods for improving knowledge of and generating interest in science among school children, the general public, and health care providers, including providers involved in drug abuse treatment. These might include but are not limited to:

- a. Development of methodologies to present drug abuse and science information to particular groups, such as kindergarten and elementary school students, African Americans, Hispanics, persons with disabilities and health care providers.
- b. Development of methodology to transfer new knowledge and directions of scientific growth to teachers, curriculum developers and health care providers.
- c. Development of computer based learning systems that allow students to experience the scientific process.
- d. Development of specific materials, activities, or programs that promote science education related to drug abuse, such as exhibits, curriculum materials, coloring books, videos, teacher education workshops, partnership programs with scientists and educators, or workshops for health care providers.
- e. Development of specific materials, activities or programs that promote the teaching of scientific and research ethics to middle and high school students.



Development and Evaluation of Eyewear for Citrus Workers

PHS 2007-1 SBIR Contracts

U.S. Department Of Health and Human Services (DHHS)

Centers for Disease Control and Prevention (CDC)

National Center for Chronic Disease Prevention and Health Promotion (NCCDPHP)


Solicitation Closing Date: November 6, 2006, 5:00 p.m. EST

The entire solicitation may be viewed at <http://grants.nih.gov/grants/funding/sbir.htm>

025 Development and Evaluation of Eyewear for Citrus Workers

Eye injuries are among the most prevalent, costly, and disabling injuries in agricultural work and harvesting of citrus fruits is particularly hazardous because the workers are surrounded by a tree canopy. Eye injuries result from: penetrating and blunt trauma caused by brush, branches and plants; chemical burns from pesticides and solvents; infection, allergy, and irritation caused by foreign bodies from dust, debris, metal shards, and particulates; and cataracts and pterygium caused by exposure to the UV light of



- 
- 
2. Design, develop, and evaluate methods to encourage purchase of simple, time saving, fresh, and good tasting healthful food items in supermarkets, convenience stores, or other locations. Some examples of supermarket methods include dinner of the day (i.e., a rack that conveniently contains all items needed for a healthy meal including recipe information), convenience meals, or healthy children's lunch packs. Some examples of convenience store methods include a rack at the front counter containing individually wrapped snack packs or items packaged to be eaten on the go (e.g., a fruit cup with spoon that can fit in an automobile drink holder). Coordination on this project with CDC's 5 A Day Program is strongly encouraged for a successful outcome.
 3. Design, develop, and evaluate innovative food service alternatives for use at schools, colleges, workplaces, or other locations. Some examples include smoothie bars, mobile salad bars, burrito or pasta bars, vending machine alternatives, or other similar options. Several of these food service alternatives have been tried in school systems and worksites across the country. This program should incorporate and promote increased consumption of fruits and vegetables. Examples to follow include the Santa Monica Farmer's Market Salad Bar Program, innovative changes in food service in the Los Angeles County School System, Chefs in schools and successful research interventions that changed availability and pricing in school or workplace cafeterias and vending machines. Coordination on this project with CDC's 5 A Day Program is strongly encouraged for a successful outcome.



Questions?





Contacting the Agency

Building the Relationship



Who is Who

- **Topic Author**
- **Technical Point of Contact (POC)**
- **Program Manager**
- **Program Officer**
- **Study Section Chair**



SBIR is a Relationship-based Program

- **Follow agency protocol for contacting program managers.**
- **Initiate contact via email, with follow-up phone call (if appropriate).**
- **Be an educated investigator! (Be familiar with an agency's or institute's mission and goals—read solicitation and website thoroughly).**
- **They are from the government, but they *really are* there to help!**



Talking to Program Managers

- Ask open-ended questions.
- Share key information about your businesses and your technology—but this is not a sales call.
- Get insight into the end goal or the problem to be solved.



Talking to Program Managers

○ Is this a hot topic?

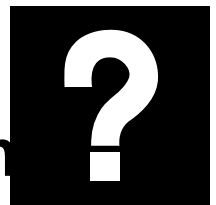


○ Is this a new topic or a repeat topic?



○ What was the response last time, what were the problems with previous proposals?

○ How did this topic get in the solicitation



○ What is your expected end results (non





Talking to Program Managers

- **Focus your discussions around solving the agencies problem, not more research in your lab.**
- **Make sure you have a clear understanding of the review process.**
- **Listen, don't talk!**
- **Establish your credibility and demonstrate your knowledge of the solicitation and agency.**



How do you Decide Who to Submit to?

- **Consider the Agency/Institute/Center's:**
 - **Size**
 - **Budget/payline**
 - **Breadth/competitiveness of topic**
 - **Experience of PI, success on topic**
 - **Opportunities for Phase II and III**
 - **Contract or grant?**
 - **Feedback from program managers/topic authors**





Questions?





The Proposal

Moving from Concept to Submission



Consider the Following

- **Pre proposal strategy:**
 - Is it in the scope/purpose of company?
 - Is it innovative, risky and has commercial potential?
- **Talk with end users—will your solution solve the problem?**
 - Is it interesting, innovative and appropriate?
- **Is the PI qualified?**
- **Are there appropriate steps for phase I, II and III?**



Consider the Following

- This workshop or any other doesn't make you an expert.
- Be wary of people who will “write” the proposal for you.
- Even with the help of a grant writer, SBIR proposals require an extensive amount of work (50-80 hours) and are full of unexpected surprises, technology challenges, delays and wrong turns.
- **BE WISE:** Use resources available--IEDC.





IEDC Presentation

Brooke Pyne, IEDC SBIR Director



The Proposal

Getting in the System





Grants.gov

- **Grants.gov is the submission portal for all granting agencies.**
- **Contracting agencies have their own distinct platforms.**
- **All agencies will be online by 2008 (most by 2007).**
- **Submit early!**



Grants.gov

- **Allow 2-3 weeks for this process.**
- **Can take as little as 3-5 days, but registration problems are common!**
 - Multiple DUNS numbers
 - Tax verification
- **Download and install PureEdge Viewer**
 - Mac users: consider borrowing a PC for this process!



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– Helpful Hint! Remember when submitting a grant application, it takes 24-48 hours for the system to process your application.

For Applicants**About Federal Grants****Get Registered****Find Grant Opportunities****Apply for Grants****Track My Application****Applicant Help****About Grants.gov****For Agencies****Resources****Help****Contact US**

Find. Apply. Succeed.

Grants.gov is **THE** single access point for over 1,000 grant programs offered by all Federal grant making agencies. The U.S. Department of Health and Human Services is proud to be the managing partner for Grants.gov, an initiative that is having an unparalleled impact on the grant community. Grants.gov allows organizations to electronically find and apply for more than \$400 billion in Federal grants.

***PLEASE NOTE:** If you are in need of personal financial assistance such as Social Security/Supplemental Security Income, Medicaid or State Social Services, you can find help at www.govbenefits.gov. This type of individual assistance is not available on this website.

What's New This Week at Grants.gov

IBM Mac Viewer Status

New Opportunities This Week

Upcoming Meetings and Events

Having to Scroll Left to Right to View the Quick Links
on the Right-Hand Side of the Website?

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[For Applicants](#)

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[Technical Development Library](#)

[Download Software](#)

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["Succeed" Newsletter](#)

[Related Links](#)

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[Stakeholder Meetings](#)

[Home](#) »

Resources

The Grants.gov Resources section provides access to useful Grants.gov and other grants related information and links. You can take advantage of Grants.gov [Outreach Materials](#) and [Training Materials](#) to help you become familiar with the Grants.gov process. The [Download Software](#) page will explain how to easily navigate on the site and complete your application. Read our ["Succeed" Newsletters](#) or visit the [Stakeholder Meetings](#) page to learn more about Grants.gov.

Also, we are including [agency specific websites](#), which include registration and submission requirements and other agency-specific information that you may find helpful. You may want to check with the grantor agency for additional requirements.

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For Applicants**About Grants.gov****For Agencies****Resources****Technical Development Library****Download Software****Grants.gov Outreach Materials****"Succeed" Newsletter****Related Links****Training Materials****Stakeholder Meetings****Help****Contact Us****Site Map**

[Home](#) > [Resources](#) > [Download Software](#) >

download Software

There are software applications that allow you to successfully navigate the Grants.gov pages and complete your application. These applications are:

PureEdge Viewer

A small, free program that provides access to the grant application.

Support for Non-Windows Users

Grants.gov, working closely with the grant community, continually seeks to improve the grant application process. To that end, we have been working to identify solutions to provide better cross-platform support for Macintosh, Unix, and Windows users. This currently includes three solutions:

- We are implementing Adobe forms with support for Macintosh, Unix, and Windows with a target of April 2007.
- We have made available a Citrix server to enable Macintosh and Unix users to work with the Windows version of IBM Workplace Forms (PureEdge).
- We are tracking vendor efforts to implement a cross-platform version of the IBM Workplace Forms.

Additional information on the Citrix server and Mac forms viewer can be found below.


Citrix server for Non-Windows Users

For non-Windows users, a free Citrix server is available to remotely launch a Windows session and submit completed grant applications.

IBM Workplace Forms (PureEdge) Viewer for Macintosh

For Macintosh users, a pre-release version of the IBM Workplace Forms Viewer for the Macintosh has been made available by IBM.

PDF Conversion Programs

Downloadable programs that allow users to read and transmit Portable Document Format  files that are contained within the Grants.gov system. particularly in cert



Grants.gov

- **Create a check sheet to record all passwords, user IDs, etc.**

Category	Date Complete	Info
Federal ID Number		
DUNS Number		
MPIN		
TPIN		
CCR Confirmation Number		
CAGE/NCAGE Code:		
POC		
AOR		
ORC eAuthentication		
User Name		
Password (case sensitive)		
Secret Question		
Secret Answer		
eRA Commons Registration		
eRA Commons Username		
eRA Commons Password		



Grants.gov Checklist

- ☐ DUNS Number
- ☐ CCR Registration
- ☐ E-Business POC
- ☐ Registration with ORC (Credential Service Provider)
- ☐ Registration with Grants.gov
- ☐ Authorization from E-Business POC
- ☐ Agency Registration, if required (i.e., eRA Commons)



Step 1: Enter Grants.gov



The screenshot shows the Grants.gov homepage. At the top, the logo "GRANTS.GOV™" is displayed next to a stylized orange and red graphic. To the right of the logo are links for "Contact Us", "SiteMap", and "Help". Below the logo, there is a row of five circular images: a hand writing on a chalkboard, two people wearing hard hats, a group of people in a meeting, a woman smiling, and a globe. The main heading "Find. Apply. Succeed." is prominently displayed. Below this heading, a paragraph states: "Grants.gov is THE single access point for over 1,000 grant programs offered by all Federal grant making agencies. The U.S. Department of Health and Human Services is proud to be the managing partner for Grants.gov, an initiative that is having an unparalleled impact on the grant community. Grants.gov allows organizations to electronically find and apply for more than \$400 billion in Federal grants." Below this paragraph, a note reads: "*PLEASE NOTE: If you are in need of personal financial assistance such as Social Security/Supplemental Security Income, Medicaid or State Social Services, you can find help at www.govbenefits.gov. This type of individual assistance is not available on this website." At the bottom of the page, there is a section titled "What's New This Week at Grants.gov" and a link for "IBM Mac Viewer Status". On the left side, there is a sidebar with a red background for the "For Applicants" section. A black arrow points to the "Get Registered" link in this section. The sidebar also includes links for "About Federal Grants", "Find Grant Opportunities", "Apply for Grants", "Track My Application", "Applicant Help", "About Grants.gov", and "For Agencies". On the right side, there is a blue sidebar with a link to "Click here to receive our Quarterly Succeed e-newsletter" and a "Quick Links" section with links for "Grant Search", "Grant Email Alerts", "Get Registered", "Applicant Login", "E-Biz POC Login", and "Agency Login".

GRANTS.GOV™ Contact Us SiteMap Help

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- Get Registered**
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What's New This Week at Grants.gov

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Quick Links

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For Applicants[About Federal Grants](#)[Get Registered](#)[Organization Registration](#)[Individual Registration](#)[Find Grant Opportunities](#)[Apply for Grants](#)[Track My Application](#)[Applicant Help](#)[About Grants.gov](#)[Home](#) » [For Applicants](#) »**get Registered**

Grants.gov has streamlined the process of finding and applying for Federal grant opportunities.

The Grants.gov registration process takes **3-5 business days** to complete. Please see the steps below.

You do not have to register with Grants.gov if you only want to find grant opportunities.

If you do plan to apply for a grant, be aware that you and your organization must complete the Grants.gov registration process.

- **Registration on behalf of an organization:** FIRST register your organization using the steps below.
- **Registration for an individual:** You will be required to complete an [individual registration process](#).

The Grants.gov registration process involves three basic steps.

1. [Register your organization](#)
2. [Register yourself as an Authorized Organization Representative](#) (AOR)
3. [Get authorized as an AOR by your organization](#)

[Click](#)
[re](#)
[Quant](#)
[e-r](#)

Quick

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- [Grant](#)
- [Get](#)
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- [E-B](#)
- [Age](#)

Glossary
Operation
Consulta
organizat
gov has
validate
identity o
through
credentia
password
certificat





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For Applicants

About Federal Grants

Get Registered

Organization Registration

[Register your Organization](#)

[Register as an AOR](#)

[AOR Authorization](#)

[Individual Registration](#)

[Find Grants](#)

[Home](#) » [For Applicants](#) » [Get Registered](#) »

Organization Registration

This is where the process of registering your organization for access to Grants.gov begins. In short, you will need your organization's Data Universal Number System (DUNS) number, and you will need to register with the Central Contractor Registration (CCR), if you haven't already done so.

Once you have your organization's DUNS number and have registered with the CCR, the individuals who are responsible for submitting the applications on behalf of your organization need to establish themselves as an Authorized Organization Representative (AOR). Please visit the [Register as an AOR](#) page for more information on this process.

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Click here to receive Quarterly e-news

Quick Links

- [Grant Search](#)
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For Applicants**About Federal Grants****Get Registered****Organization Registration**[Register your Organization](#)[Request a DUNS Number](#)[Register with CCR](#)[Register as an AOR](#)[Home](#) » [For Applicants](#) » [Get Registered](#) » [Organization Registration](#) »**Register your Organization**

Before you can apply for a grant through Grants.gov, your organization must obtain a Data Universal Number System (DUNS) number and register with the Central Contractor Registry (CCR).

Grants.gov safeguards organizations from individuals who may attempt to submit grant application packages without permission by providing organizations with an E-Business Point of Contact (POC). The E-Business Point of Contact determines who in your organization is allowed to submit grant applications via Grants.gov.

[Click here for a handy registration checklist.](#)[Click here for a checklist to login as an E-Business Point of Contact \(POC\).](#)[\[TOP OF PAGE\]](#)[Click
rec
Quarte
e-ne](#)**Quick L**

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[Questions?](#)
[access our](#)

DUNS Number

- **Company Name**
- **Legal Structure**
- **Phone Number**
- **Physical Address**
- **Mailing Address**
- **Executive Name**
- **Title**
- **Primary SIC Code**
- **Description of Operations**
- **Number of Employees**
- **Annual Sales (optional)**
- **Parent Organization (if applicable)**





Decide with Confidence

D&B DUNS Numbers™
for US Government
Contractors & Grantees

To submit a modification to your DUNS Record, please click [Begin DUNS Search Request Process below](#)

**Begin D-U-N-S Search/
Request Process**

**About the D&B
D-U-N-S Number**

**Frequently Asked
Questions (FAQ)**

**D&B, CCR, Grants
Contacts**

Welcome to the D&B D-U-N-S Request Service
for US Federal Government Contractors and Grantees

Dun & Bradstreet (D&B) provides a D-U-N-S Number, a unique nine digit identification number, for each physical location of your business.

D-U-N-S Number assignment is FREE for all businesses required to register with the US Federal government for contracts or grants.

[Click here](#) to request your D-U-N-S Number via the Web. If one does not exist for your business location, it can be created within 1 business day.

[Click here](#) to request your D-U-N-S Number by phone, (for U.S., Puerto Rico, and U.S. Virgin Islands Only).

For technical difficulties, contact govt@dnb.com

Duns & Bradstreet Helpline

1-866-705-5711



Grants.gov Checklist

- ☒ DUNS Number
- ☐ CCR Registration
- ☐ E-Business POC
- ☐ Registration with ORC (Credential Service Provider)
- ☐ Registration with Grants.gov
- ☐ Authorization from E-Business POC
- ☐ Agency Registration, if required (i.e., eRA Commons)





Central Contractor Registration

There are 425823 active vendors currently in the database

Vendor Corner

Government Arena

Small Business

CCR Handbook

Access CCR Data

Help

Start New Registration

Finish Saved Registration
Using Confirmation #

Update or Renew
Registrations Using TPIN

Search CCR
Find my DUNS
Find my CAGE

Federal Agency
Registration

Dynamic Small
Business
Search

NOTICE:

CCR using D&B data for Registrant
identification in CCR. . . [Read more](#)

Warning of New Fraudulent Department of Transportation Letter

A new version of the Department of
Transportation (DoT) letter that requests a
CCR Registrant to fax their TPIN to a given
number is again circulating. Please see the
[CCR/DoT Security Note](#) for more
information.

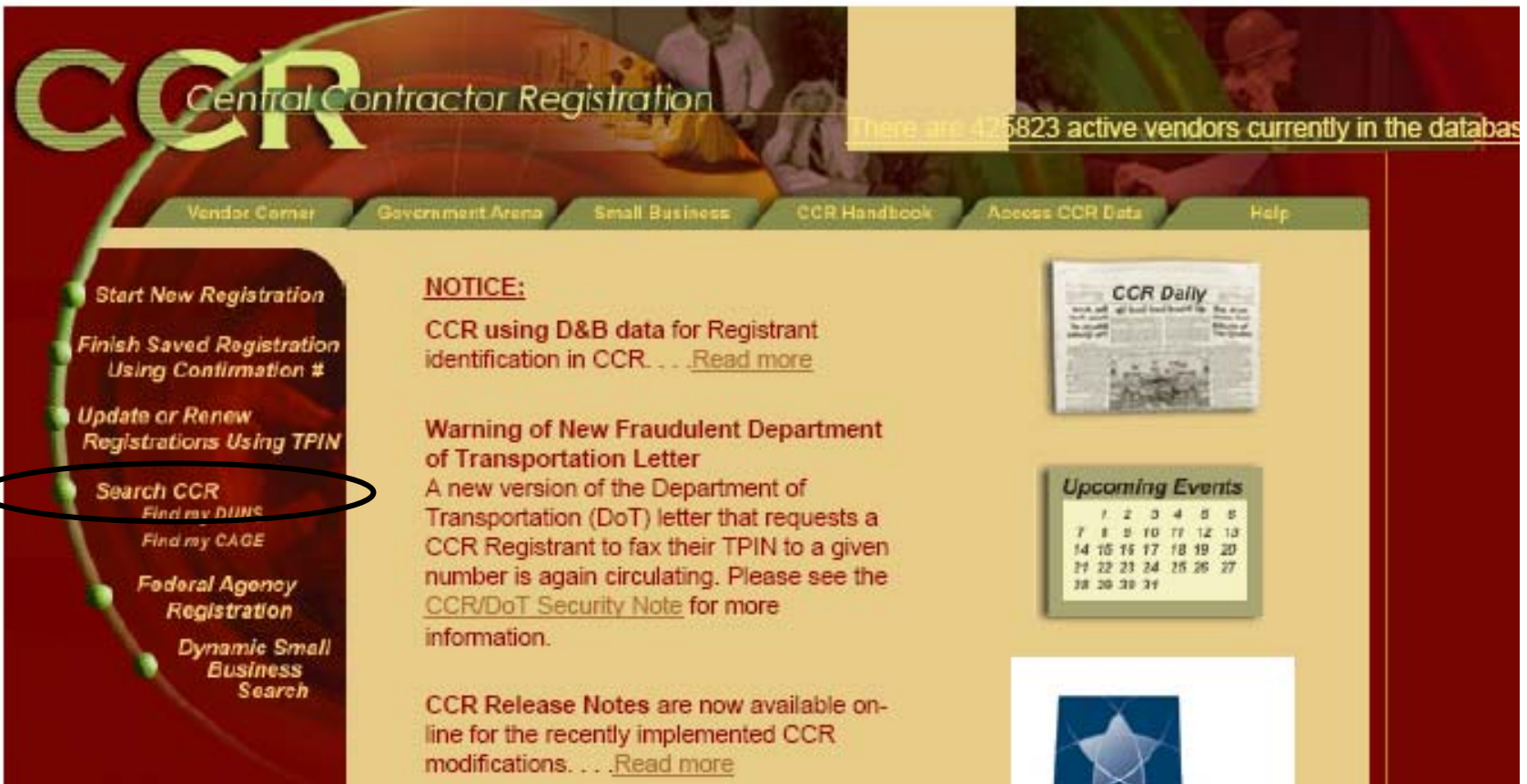
CCR Release Notes are now available on-
line for the recently implemented CCR
modifications. . . [Read more](#)



Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
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31					





CCR Central Contractor Registration

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Vendor Corner Government Arena Small Business CCR Handbook Access CCR Data Help

Search CCR
Find my DUNS
Find my CAGE

Start New Registration
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CCR Daily

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31					



Already in CCR? Search to find out.



CCR

Central Contractor Registration

CCR
Search
For
issues
with
DOD
payment
click
here

Simple Search

(Enter one value to return a specific result.)

DUNS Number: PLUS 4:

CAGE Code: [CAGE Code Search Website](#)

Search

Reset

Advanced Search

(Enter one or more values to return a customized result.)

Legal Business Name or DBA: [Note](#)

SIC/NAICS Code:



CCR Registration

- **DUNS Number**
- **CAGE/NCAGE Code**
- **TIN/EIN**
- **Business Start Date (d/m/yr)**
- **Fiscal Year End Date**
- **Annual Revenue**
- **Type of Organization (corporation, LLC, etc.)**
- **NAICS Codes**
- **SIC Codes**
- **Financial Institution**
- **Bank Phone Number**
- **Bank Contact Email Address**



CCR Registration

- **ABA Routing Number**
- **Account Number**
- **Checking or Savings**
- **Remittance Information (contact and address)**
- **Accounts Receivable Contact**
- **CCR Point of Contact and Alternate Contact**
- **Government Business Point of Contact and Alternate Contact**
- **Past Performance Point of Contact and Alternate Contact**
- **Electronic Business Point of Contact and Alternate Contact**
- **Previous Business Name, if applicable**
- **Corporate Point of Contact**
- **Most recent tax filing year**





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**Federal Agency
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**Dynamic Small
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Write it Down; Print it!

- **WRITE DOWN YOUR MPIN!**
- **Write down your CCR Confirmation Number.**
- **Print your CCR Confirmation.**
- **Write down your TPIN Number.**
- **Print your TPIN confirmation.**



CCR

Central Contractor Registration

New Registration

Welcome to CCR

To begin your registration we must verify your company information using your DUNS number provided by Dun & Bradstreet, Inc. Please input your DUNS number and click submit.

If you do not know your DUNS number, contact Dun & Bradstreet at 1-888-705-5711 (U.S. Only) or the D&B online request service at <http://fedgov.dnb.com/webform>. If you are not able to use the on-line process, and require assistance, please email ccr@dnb.com.

DUNS #

Submit

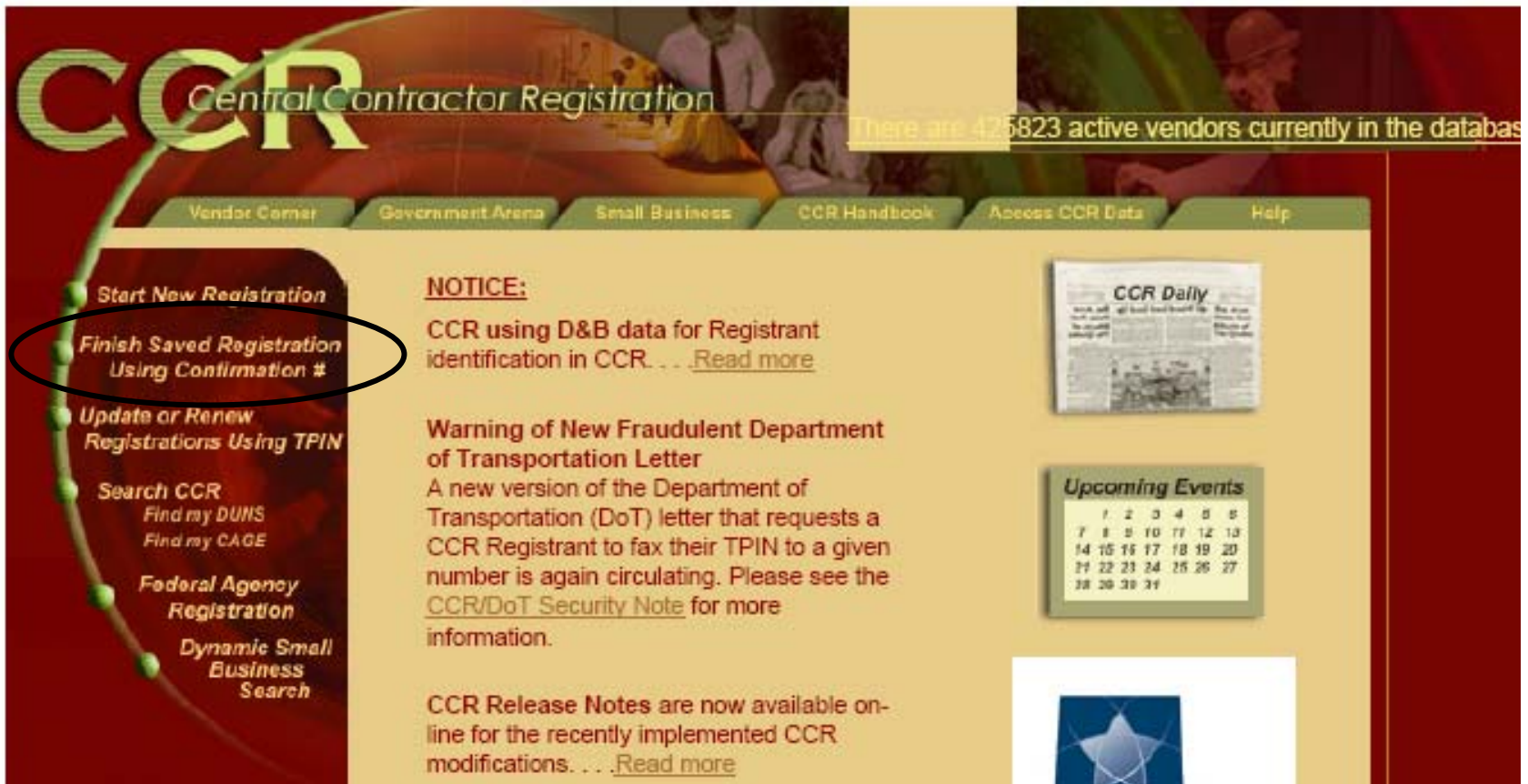
Reset

[Return to Previous Page](#)
[Return to BPN.gov Home Page](#)

Note to all Users: This is a Federal Government computer system. Use of this system constitutes consent to monitoring at all times.

For more information, please call 1-888-705-5711 (U.S. Only).





CCR Central Contractor Registration

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Vendor Corner Government Arena Small Business CCR Handbook Access CCR Data Help

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31					

Write down confirmation number!



CCR

- **Submit.**
- **Wait for email from CCR with TPIN issued.**
- **Print TPIN Notification.**
- **After 5 days, no confirmation, call!**

**CCR Helpline
1-888-227-2423**



Grants.gov Checklist

- ☒ DUNS Number
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- ☐ Registration with ORC (Credential Service Provider)
- ☐ Registration with Grants.gov
- ☐ Authorization from E-Business POC
- ☐ Agency Registration, if required (i.e., eRA Commons)



Register as AOR



GRANTS.GOV™

Contact Us SiteMap Help Home

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For Applicants

- About Federal Grants
- Get Registered
 - Organization Registration
 - Register your Organization
 - Register as an AOR
 - Register with the Credential Provider**
 - Register with Grants.gov

Register as an Authorized Organization Representative

Once the CCR Registration is complete, your organization is finished registering. Now you must register with Grants.gov to establish yourself as an Authorized Organization Representative (AOR), an individual authorized to submit grant applications for your organization.

There are two elements required to complete this step - obtaining a username and password from the Grants.gov Credential Provider and then registering with Grants.gov. Both of these elements must be completed before receiving authorization by your organization.

In summation, AORs who plan to submit a grant application using Grants.gov are required to register with the Credential Provider to create their username and password, register this new username and password at Grants.gov to begin to set-up their AOR profile and complete the registration by receiving approval from their organization's POC. The organization's POC can also be the Authorized Organization Representative.

[Click here for a checklist for registering as an AOR.](#)

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For Applicants**About Federal Grants****Get Registered****Organization Registration**[Register your Organization](#)[Register as an AOR](#)[Register with the Credential Provider](#)

"

[Register with Grants.gov](#)[AOR Authorization](#)[Home](#) > [For Applicants](#) > [Get Registered](#) > [Organization Registration](#) > [Register as an AOR](#) >**Register with Credential Provider**

To safeguard the security of electronic information, Grants.gov uses a Credential Provider to allow applicants to create a secured username and password. The Credential Provider for Grants.gov is Operational Research Consultants (ORC).

When you register with ORC, you will create a username and a password which allows you to register with Grants.gov as an Authorized Organization Representative (AOR). Once your organization's E-Business Point of Contact has assigned these rights, you will be authorized to submit grant applications on behalf of your organization. Remember to write down your username and password, you will need it to complete your registration, as well as to submit all of your applications at Grants.gov.

Your organization must already be registered with the Central Contractor Registry and have a DUNS number to complete this step. Currently, Grants.gov supports only one DUNS number per credential but future enhancements will provide for multiple DUNS numbers per credential.

[Click here for a checklist for registering with the Credential Provider.](#)[Click here to get your Username and Password](#)

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[Click here to receive your Quarterly e-newsletter](#)**Quick Links**

- [Grant Search](#)
- [Grant Information](#)
- [Get Registered](#)
- [Application Process](#)
- [E-Biz Point of Contact](#)
- [Agency Information](#)

[FAQ: How do I get my ORC password?](#)

Register with the Credential Provider

In order to safeguard the security of your electronic information, Grants.gov utilizes a [Credential Provider](#). It is the process of determining, with certainty, that someone really is who they claim to be.

The Credential Provider for Grants.gov is [Operational Research Consultants \(ORC\)](#). When you register with ORC, you will receive a username and password which you will need to [Register with Grants.gov](#) as an [Authorized Organization Representative \(AOR\)](#). Once your [organization's E-Business Point of Contact](#) has assigned these rights, you will be authorized to submit grant applications through Grants.gov on behalf of your organization.

NOTE: Your organization will need to be registered with the [Central Contractor Registry \(CCR\)](#) and you will need to have your organization's DUNS number available to complete this process. After your organization registers with the CCR, you must wait 3 business days before you can obtain a username and password.

To register for a username and password, enter the your organization's [DUNS OR DUNS+4 Number](#) and then click the "Register" button below.

Step 1: Complete the **DUNS OR DUNS+4 Number** field.

Step 2: Click the **Register** button.

DUNS or DUNS+4 Number

Register





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Welcome to the ORC eAuthentication Credential Service

**Operational Research Consultants, Incorporated is a GSA
Approved Credential Service Provider to the eAuthentication
Service.**

This service is authorized to issue authentication credentials for use by
the FirstGov and participating Government agencies.

The purpose of eAuthentication is to facilitate public access to the
services offered by Government agencies through use of information
computers for purposes of
giving information. These

Get your Credentials here:

User ID



Check your Credentials here*:

Credential Check

*If your eAuthentication credential works with this test, then it should also
work on the Grants.gov website. If you still experience problems while
registering with Grants.gov, please contact their Customer Support at 1-800-
518-GRANTS -or- support@grants.gov





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Home

User Registration

ORC eAuthentication User Information

Please provide the following information and click the Submit button at the bottom when finished.

** - Field is required*

First Name: * M. I.: Last Name: *

Date of Birth:

Month: Day: Year:

Job Title:

Select either Business or Home address

Business address ☐ Home address ☒

Home Address and Phone Number

Address1: *



E-Point of Contact

- **Click Submit.**



- **Create Username and Password (case sensitive password, use one number, one character, one uppercase)**



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- ☐ Authorization from E-Business POC
- ☐ Agency Registration, if required (i.e., eRA Commons)



**Alert:**

– The Grants.gov Contact Center will be closed on Thursday, 11/23/2006, in observance of the Federal Holiday. Normal standard hours of operation will resume on Friday, 11/24/2006, at 7:00 AM EST.

– Helpful Hint! Remember when submitting a grant application, it takes 24-48 hours for the system to process your application.

For Applicants**About Federal Grants****Get Registered****Organization Registration**[Register your Organization](#)[Register as an AOR](#)[Register with the Credential Provider](#)[Register with Grants.gov](#)[Home](#) » [For Applicants](#) » [Get Registered](#) » [Organization Registration](#) » [Register as an AOR](#) »**Register with grants.gov**

Once you have received your username and password from the Credential Provider, you will need to continue the registration process by creating your Authorized Organization Representative (AOR) profile.

Enter the username and password that you created during the Credential Provider registration to access the set-up for the profile. You will be prompted to enter your name, phone number, email address, title and your organization's DUNS number. Once you finish and save the information at Grants.gov, Grants.gov will notify the E-Business Point of Contact via email. You will be carbon-copied on that email. The E-Business POC will need to log into Grants.gov and authorize your profile. **YOU WILL NOT BE ABLE TO SUBMIT APPLICATIONS UNTIL THIS AUTHORIZATION HAS OCCURRED.**

[Click here for a checklist to register with Grants.gov](#) [Register with Grants.gov.](#)**Warning Notice**

This is a U.S. Government computer system, which may be accessed and used only for authorized Government business by authorized personnel. Unauthorized access or use of this computer system may subject violators to criminal, civil and/or administrative action.

All information on this computer system may be inspected, recorded, read, copied and

[Home](#) » [Applicants](#) » [Get Registered](#) » [Organization Registration](#) »

Register with Grants.gov

Once you have [registered with the Credential Provider](#), you will need to register with Grants.gov as an [Authorized Organization Representative \(AOR\)](#). As an AOR, you will be authorized to submit grant applications through Grants.gov on behalf of your organization.

Enter the username and password from registering with the Credential Provider. You will then be asked to provide identifying information and your organization's DUNS number. After you have completed the registration process, Grants.gov will notify the [Business Point of Contact](#) for assignment of user privileges.

Please enter your Username and Password to Register with Grants.gov.

Username

Password

Register

Tips for registering with Grants.gov:

This is the Username and Password you created with the credential provider.





The screenshot shows the Grants.gov website interface. At the top, the Grants.gov logo is on the left, and navigation links 'Contact Us SiteMap Help Home' are on the right. A left sidebar contains an 'Alert' about the contact center closure on 11/23/2006 and a 'For Applicants' section with links like 'About Federal Grants', 'Get Registered', and 'Organization Registration'. The main content area shows a breadcrumb trail 'Home > For Applicants > Get Registered > Organization Registration >' followed by the 'AORS authorization' section. This section explains that the registration process is nearly complete but requires approval from an Authorized Organization Representative (AOR) before submitting applications. It states that the AOR must obtain authorization from the organization's E-Business Point of Contact (E-POC), noting that the user could be both. A '[TOP OF PAGE]' link is provided. The footer features logos for the Grants Security Initiative, E-GOV, FIRSTGOV.gov, and GOV Benefits.gov. A right sidebar contains a 'Quick Links' section with a list of links and a 'Need help our FAQ's' link.

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For Applicants

- About Federal Grants
- Get Registered
- Organization Registration
 - Register your Organization
 - Register as an AOR
 - AOR Authorization

AORS authorization

The registration process is nearly complete. But before submitting a grant application package, you must receive approval within your organization to submit applications on their behalf. This authorization protects an organization from individuals who may submit applications without permission.

Your organization's Authorized Organization Representative (AOR) must [obtain authorization](#) from your organization's E-Business Point of Contact. There is a possibility that you could be both the E-Business Point of Contact, as well as an AOR. If you fall into this classification, you are still required to complete this step and authorize your AOR profile.

[\[TOP OF PAGE\]](#)

Grants Security Initiative E-GOV FIRSTGOV.gov The U.S. Government's Official Web Portal GOV Benefits.gov™

Quick Links

- Grant
- Grant
- Get R
- Appli
- E-Biz
- Agen

Need help our [FAQ's](#)

You will most likely be both the E-POC and the AOR. You still must approve yourself.

Grants.gov 1-800-518-4726



Grants.gov Checklist

- ☒ DUNS Number
- ☒ CCR Registration
- ☒ E-Business POC
- ☒ Registration with ORC (Credential Service Provider)
- ☒ Registration with Grants.gov
- ☐ Authorization from E-Business POC
- ☐ Agency Registration, if required (i.e., eRA Commons)



E-POC

- **E-Point of Contact will receive an email that alerts them someone is trying to register as an AOR.**
- **E-POC must log-in and approve that individual to submit on the organization's behalf.**
- **Remember: E-POC and AOR may be the same person, but still must approve!**



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For Applicants**About Federal Grants****Get Registered****Organization Registration**[Register your Organization](#)[Register as an AOR](#)[AOR Authorization](#)[Authorize your AORs](#)[Login as an E-Biz POC](#)**Individual Registration****Find Grant Opportunities****Apply for Grants****Track My Application****Applicant Help****About Grants.gov**[Home](#) » [For Applicants](#) » [Get Registered](#) » [Organization Registration](#) » [AOR Authorization](#) »**Login as an E-Biz POC**

The E-Business Point of Contact (POC) performs the final step in the Grants.gov registration process. The E-Biz POC actually authorizes someone to submit a grant application on behalf of their organization. This step safeguards an organization from individuals who may attempt to submit a grant application package without permission. Only one E-Biz POC is assigned per each of an organization's DUNS (Data Universal Number System) number. If your organization only has one DUNS Number, then there will be only one E-Biz POC for your organization.

When your organization [registers with CCR](#) (Central Contractor Registry), the assignment of the E-Business Point of Contact is required. At this time, a special password will also be created called the "MPIN" (Marketing Partner ID Number). This password gives you the sole authority to designate which staff members are allowed to submit applications electronically through Grants.gov.

The Central Contractor Registry registration must be renewed once a year. You can check your organization's registration expiration date at the [CCR database](#).

The E-Biz POC receives email notification that an individual from their organization has requested to become an AOR (Authorized Organization Representative) to submit grant applications on behalf of the organization. The E-Biz POC will then need to login to Grants.gov (using the organization's DUNS number and "MPIN") and approve or revoke the AOR. When you approve or revoke the AOR, Grants.gov will send the AOR a confirmation email.

[Click here to login as an E-Biz POC](#)

You are now ready to [Find](#) and [Apply](#) for grant opportunities.

Warning Notice

This is a U.S. Government computer system, which may be accessed and used only for

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[Home](#) > [For E-Business Point of Contact](#)

For E-Business Point of Contact

This section of the site is designed to provide the designated E-Business Point of Contact (POC) from an applicant organization the capability of designating, or revoking, the privileges of the Authorized Organization Representative (AOR). The AOR is the organization's authorized submitter of a Federal grant application.

You will need to enter your DUNS or DUNS + 4 number and your designated MPIN from the Central Contractor Registry (CCR).

If you do not have an MPIN, please visit www.CCR.gov for further information on obtaining an MPIN for your organization.

**Please enter your DUNS Number and MPIN
to login to the Grants.gov system.**

DUNS or DUNS+4

MPIN

Warning Notice!



[For Applicants](#)[About Grants.gov](#)[Resources](#)[For Agencies](#)

[Contact Us](#)[Site Map](#)[Help](#)[Home](#)

Welcome,
of DUNS
[Manage Applicants](#)
[Logout of Grants.gov](#)

[Home](#) > [For E-Business Point of Contact](#)

For E-Business Point of Contact

Welcome to the E-Business Points of Contact section!

The functionality in this section allows use, as an E-Business Point of Contact, to add and revoke Organizational Representative privileges.

Welcome,
of DUNS
[Manage Applicants](#)
[Logout of Grants.gov](#)

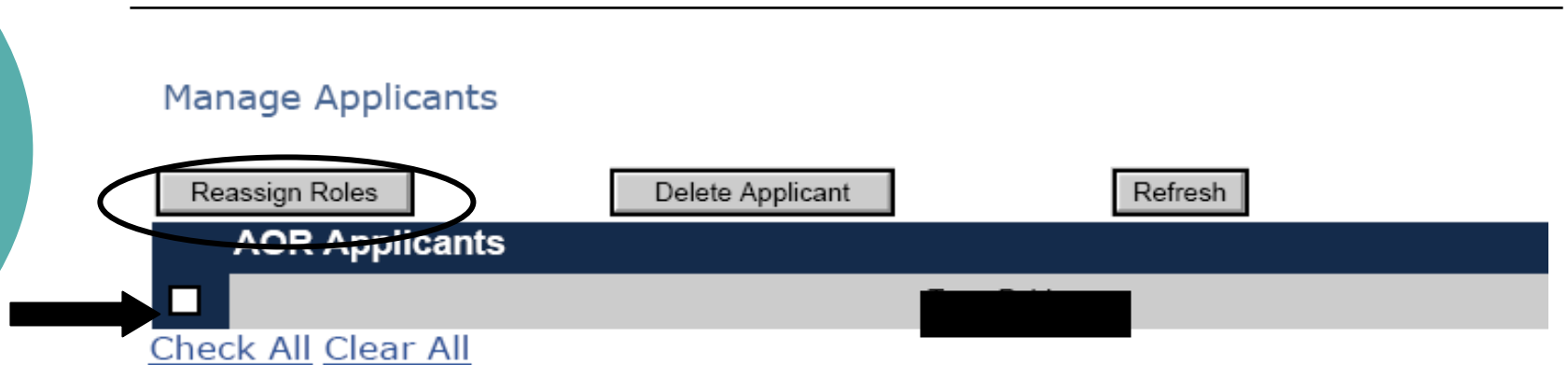
[Home](#) > [For](#)

[For E-Bus](#)

Welcome

The funct
Represent





- All AORs will be listed here.
- Click on this box and a checkmark will appear.
- Click on Reassign Roles.



[Home](#) > [For E-Business Point of Contact](#) > [Manage Applicants](#) > Reassign User Roles

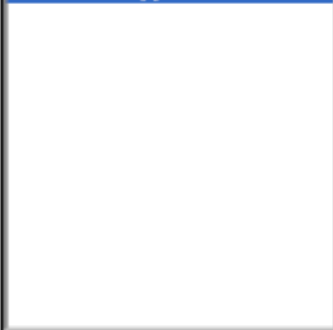
Reassign User Roles

User Name: [REDACTED]

User ID: [REDACTED]


Remaining Roles:

Authorized Applicant



Current Roles:

No remaining Roles



Continue

Cancel Reassign

Welcome,



[Manage Applicants](#)

[Logout of Grants.gov](#)

[Home](#) > [For E-Business Point of Contact](#)

Manage Applicants

Reassign Roles

Delete

AOR Applicants



[Check All](#) [Clear All](#)

Log out and you are done!





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access point for over 1,000 grant programs offered by all agencies. The U.S. Department of Health and Human Services is a partner for Grants.gov, an initiative that is having an impact on the grant community. Grants.gov allows organizations to apply for more than \$400 billion in Federal grants.

are in need of personal financial assistance such as Supplemental Security Income, Medicaid or State Social Security help at www.govbenefits.gov. This type of individual assistance is available on this website.

Click here to
receive our
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Quick Links

- [Grant Search](#)
- [Grant Email Alerts](#)
- [Get Registered](#)
- [Applicant Login](#)
- [E-Biz POC Login](#)
- [Agency Login](#)

Log back in to confirm registrations using these shortcuts on grants.gov homepage.

Grants.gov Checklist

- ✓ DUNS Number
- ✓ CCR Registration
- ✓ E-Business POC
- ✓ Registration with ORC (Credential Service Provider)
- ✓ Registration with Grants.gov
- ✓ Authorization from E-Business POC
- 👉 Agency Registration, if required (i.e., eRA Commons)





Questions?





The Proposal

Putting it All on Paper



Before You Start Writing:

- **Make Sure your project fits the SBIR framework:**
 - Time
 - End result
 - Required resources
 - Commercial potential
 - Element of risk
 - A **NEED** exists in the marketplace



Preparing to Write the Proposal

- **Download application package or print out requirements of contracting agency.**
- **Review requirements and guidelines for:**
 - **Format and outline of information;**
 - **Required attachments;**
 - **Forms; and,**
 - **Submission instructions.**



The Proposal—Tips to Success

- **Build a great team that fills in any identified gaps in your company or the project.**
- **Seek support from state resources, university resources, consultants, agencies (websites), past winners, etc.**
- **Keep your writing clear and concise (no appendices). Think 5th grade level, like the newspaper (local paper, not NYTimes).**



The Proposal—Tips to Success

- **Follow the rules, all the rules!**
- **Use visuals when appropriate, but make sure they will photocopy well and that they are clearly labeled, descriptive and relevant.**
- **Stay focused on the questions in the solicitation.**
- **Avoid technical jargon.**



The Proposal

- **Keep the project focused on feasibility (no more than a few objectives). Keep it simple—FEASABILITY only!**
 - But don't over simplify the problem.
- **Do not refer to things outside the content of the proposal.**
- **Define less than common words, spell out acronyms, etc.**



The Proposal

- **Be up front about the risks and uncertainties and how you will address them.**
- **Address the agency's priorities in the most obvious way possible:**
 - **“Consistent with the NCI's desire to identify patient-focused meth**
- **Talk about Phase II.**



The Proposal—Tips to Success

- **Make sure timeline is realistic.**
- **Be specific when describing your plans.**
- **Research your potential market; demonstrate potential for growth.**
- **Demonstrate that the company is breaking the complex problem into manageable steps:**
 - Feasibility;
 - Prototype; and,
 - Commercialization.





The Proposal

- **There is a big problem.**
- **Here is why it is a problem.**
- **Here is why you should care.**
- **But, Company X can fix the problem with your help.**
- **Here is how.**
- **And, here is what it will look like.**



The Proposal

- **Organize the proposal:**
 - **Using numbering and lettering to follow the agency's.**
 - **Using headers for each section.**
 - **Using left-justification.**
 - **Short paragraphs with no indent and space in between.**
 - **Do not use abbreviations.**



The Proposal

- Use your company name instead of “we.”
- Be positive in your approach, “Corp, Inc. will” not “Corp., Inc. would/could.”
- Use citations for any references (literary journals, peer reviewed publications).



The Proposal

- **Know who your reviewers are (agency-dependent).**
 - **Topic author?**
 - **Agency's guru on your technology?**
 - **Peer Review?**
 - **Assume NOTHING about Reviewers**
 - **Reviews are subjective even under the most controlled circumstances!**
- **Submit early.**



Common Elements of SBIR Proposals

- **Cover letter**
- **Abstract/Project Summary**
- **Specific Aims/Technical Approach**
- **Background & Significance**
- **Preliminary Studies**
- **Technical Objectives**
- **Research Methods & Design/Work Plan**
- **Qualifications/Key Personnel/Principle**
- **Investigator/Consultants**
- **Commercialization**
- **Others:**
 - **Facilities/equipment**
 - **Human subjects**
 - **Letters of support**
 - **Budget justification/narrative**
 - **Biographical sketches**
 - **SBIR Forms**



Cover Letter (NIH)

- **Reference the solicitation.**
- **Refer to your project by name.**
- **Tell NIH why they should care.**
- **Suggest an institute(s) or center(s).**
- **If the proposal involves multiple disciplines, mention those.**
- **Name individuals who should NOT review your proposal and why (don't take this lightly!).**



Abstract or Project Summary

- **Identify the problem.**
- **Disclose your solution to the problem.**
- **Why your solution will work.**
- **Plans to demonstrate the solution (objectives).**
- **Benefits.**
- **This is public information.**
- **Do not cut and paste from narrative.**
- **Write last!**



Specific Aims/Technical Approach

- **Open this section with a short paragraph or two defining the problem.**
- **Use agency-specific language, including language from the solicitation.**
- **Summarize the state of the technology now, and follow with your solution.**

“Current detectors on the market are oversized, difficult to mobilize and requires significant power generation. XYZ, Inc. will develop an alternative solution for the detection of common biochemical warfare agents. XYZ’s innovative design is focused on a flashlight-size field detector powered by 5 9-volt batteries.”



Specific Aims/Technical Approach

- The hypothesis for Phase I of this project is...
- The goal of this Phase I project is...
- The hypothesis will be tested using the following specific aims (use bullet points and enumeration):
 - Specific Aim 1) Task oriented activity (think verbs!) Determine, test, evaluate, devise, measure, etc.
 - Specific Aim 2) Determine the most appropriate and effective location of the battery chamber in the detector.



Specific Aims/Technical Approach

- **Follow same format for project goals and objectives for other agencies.**
- **End this section with a summary paragraph about Phase I.**
- **What will success look like and what might Phase II focus on?**



Background & Significance

- **DEFINE THE NEED!**
- **Use statistics, demographics, figures, facts, research from the field, and language from the solicitation.**
- **DO NOT** spend too much time on this section (2-3 pages).
- **Common** for this to be longest section, but not right for this process.
- **Demonstrate your knowledge of state of the art.**
- **Conduct a literature review.**



Background & Significance

- Literature review—a must.
 - Find a connection to something that has been studied, researched, and tested.
 - Know your competition; demonstrate you have a full understanding of what is going on in your field.
 - Your technology is not so innovative it has never been done before!
 - Demonstrate how what you propose is different (be objective).
 - www.inspire.net--Indiana's online research library.





Preliminary Studies

- **Not required for Phase I.**
- **Share what you already know.**
- **What makes you think this is possible?**
- **Be careful: preliminary, not conclusive.**
- **Mention previous work that has led to the development or idea of the proposed technology.**



Technical Objectives--DoE /DoD

- **Outline technical objectives with some detail of their purpose.**
- **What questions will they answer?**
- **Use language from solicitation.**
- **How will you know you have achieved feasibility?**



Research Methods & Design/Work Plan

- **Largest part of the proposal; most often the weakest.**
- **Detailed, detailed, detailed work plan with timeline and objectives.**
 - Describe how each objective will be achieved, where, using what and how long will it take.
 - Answer how, by who, with what, why, and who cares for each statement in the work plan.
 - Summarize with a Gantt chart (NOT Microsoft project).
 - Use recognized procedures or standard methods whenever possible.
 - Clearly link plan to objectives





Research Methods & Design/Work Plan

Aim 1) Determine the most appropriate and effective location of the battery chamber in the detector.

Four preliminary prototypes will be produced from modeling material to scale. The PI will identify four potential locations for the battery chamber and will determine the feasibility of each configuration using the following criteria:

- **proximity to detection source,**
- **Connection requirements, and**
- **Available space for other components.**

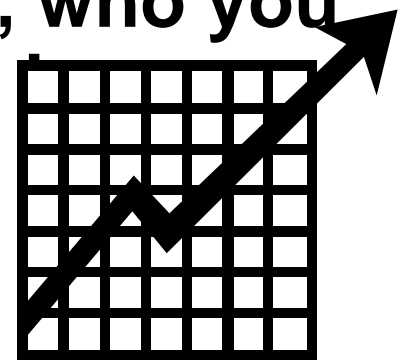
Key Personnel/PI/Consultants

- **Description of business and key personnel.**
 - **Narrative of qualifications.**
 - **Advanced degrees not required for PI, but better have someone on the team with one (even as a consultant).**
 - **Published in peer review journals (even if consultant).**
 - **Demonstrate the full capacity of the company to implement an SBIR (past commercialization, financial infrastructure, leadership, marketing capabilities, etc.)**
 - **Build a strong team and make sure all skills are covered. Make the risk in the technology, not in the**



Commercialization

- Do good market research, include stats on current and potential market (impact).
- How will you enter the market, who you will sell to, license to? Do you letters of agreement/interest?
- No SBIR money for marketing and commercialization activities



Commercialization

- **Critical to the success of your proposal! Must show:**
 - market data
 - sales projections
 - strategies for breaking in to the market
 - who might want to buy your innovation or license it?
 - who have you talked with, who shows interest?
 - what are your plans for getting this in the hands of real people/end users?
- **Clearly define markets, describe a wide range, but narrow the list to one (or two) to focus on in early development.**





Commercialization

**If you think your technology is so innovative
no one else is doing it, think again.**

OR

**If you think your technology is so innovative
that there isn't a market for it yet, think
again.**

**SBIR is focused on growing U.S. markets;
you must show there is a market for your
product.**





Other Elements of a Proposal

- **Facilities/Equipment**
- **Resources**
- **Letters of Support**
- **Human Subjects**
- **Budget Justification/Narrative**
- **Biographical Sketches**
- **SF 424, other required forms**



Be Sure to Include:

- **Mention of Indiana SBIR matching funds (get letter of support from 21st Century Fund).**
- **A paragraph or two describing your company (history, major products/services, commercialization experience, etc.).**
- **Market research/demonstration of commercial potential and sales/revenue projections.**



The Budget

- **Budget realistic and accurate**

- **Must correspond with narrative**
- **No equipment over \$5,000.**
- **Limited travel (no overseas).**
- **Overhead rate 40% (how calculated varies).**
- **Profit fee 7% some agencies prefer less.**
- **Negotiations at award.**
- **Phase I budget isn't primary concern (NIH).**



Preparing for Submission

- **Get outside reviews**
 - Technical
 - Format/requirements
- **Convert to required format**
 - Pdf
 - Word
 - Individual documents
 - Full narrative
- **Check for errors**
- **Prepare!**



Submit

- **Submit using agency's platform**

- Grants.gov
- DoD
- FastLane (NSF)
- Etc.



- **Grants.gov:**

- Complete forms, upload attachments, move forms to complete side of application.
- Check for errors.
- Open browser to grants.gov home page.
- Click submit on application package.



Questions?





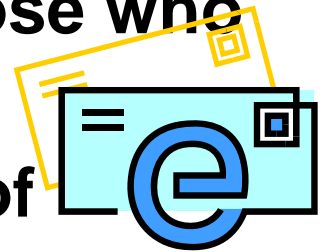
Notification

Notification of Funding...or Decline



Notification

- Each agency makes awards in a different way.
 - For some, Must meet a threshold score to get a full review.
 - Threshold determined, then choose who they will fund.
- Always request a debriefing (copy of reviewers comments).
- Some agencies provide automatically.
- Some, despite requests, rarely send the



Not Funded?

- **Resubmit.**
 - Most granting agency accept resubmittals (NIH).
 - Use information provided in the review to improve your proposal—do not be defensive!
 - Follow agency's resubmittal guidelines (if available).
- **Persistence pays in this program.**
- **USDA up to 1/3 of winners are on a resubmit.**
- **Appeals process available, but decisions rarely overturned.**



Funded?

- **Get ready for negotiations (negotiate overhead rate and other items on budget).**
- **Get house in order for implementation and gear up for Phase II submission.**
 - **Phase II approach is different for each agency.**
 - **Funding rates for most Phase IIs is 1 out of 2.**
 - **Know Phase II rules before you apply for Phase I.**
- **Get house in order to meet reporting requirements, financial requirements (DCAA, audits, potential for Phase II).**
- **Look at available match programs and alternative funding sources to complement SBIR award.**





Questions?





SBIR/STTR Funding

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